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Business Bulletins *from around the world*

AUSTRALIA—Government removes (October 17) all remaining licensing controls on imports except recent quota restrictions on lumber and antibiotics. After last big relaxation in February 1960, only 7½% of imports remained under restriction—including textiles and apparel, canned fish, aluminum, ball and roller bearings, chinaware and earthenware, sheet glass, toys, footwear, synthetic resins and moulding compounds, and cameras. Licenses no longer to be required for such goods.

Tariff Board considering applications from domestic industries for increased protection from imports of internal combustion engines and parts; electrical generators, motors, etc.; and toluene. Imports of these items from U.S. in fiscal 1960-61 were approximately: internal combustion engines and parts, $2 million; electrical generators and motors, $1 million; toluene, $500,000.

BELGIUM—Two billion franc ($40 million) National Investment Corporation—joint private-public venture—launched. 500 million francs ($10 million alloted to private sector, of which 100 million francs ($2 million) subscribed by 17 banks. Corporation hopes for key role in supplying risk capital and promoting mergers and joint Belgian-foreign ventures.

BOLIVIA—National Investment Committee approves application of group of 3 U.S. firms (2 rubber manufacturers and 1 tire machinery maker) to establish tire plant. Proposal calls for $5.4 million investment, including some local capital. Plans call for raw-rubber treatment plant in Beni Department and tire plant in Cochabamba. Apart from oil companies, this would be largest U.S. investment in Bolivia in recent years.

CAMBODIA—Exchange reserves continued falling in September. At month's end reserves stood at $98 million, down $12.7 million from same period 1961.

U.S. share of Cambodian imports during first half 1962 rose to 18.3% ($8.5 million), from 15.1% in 1961. Rise attributed mainly to change in procurement policy of Agency for International Development.

CONGO (Leopoldville)—Government concludes agreement with Common Market by which latter to finance drainage project in Leopoldville and soil-conservation project near Matadi. Combined cost estimated at over $32 million francs (about $500,000).

DENMARK—A. P. Moller, June recipient of 50-year concession for exploration of coal, oil and natural gas resources in all Denmark, signs agreement with Gulf Oil and Shell Oil to cooperate under name "Dansk Undergrunds Consortium" (D.U.C.) to exploit concession. Gulf and Shell to contribute technical know-how.

INDONESIA—Government contracts with USSR to import 45 million yards of Soviet cotton textiles (valued at $22.5 to $30 million) for delivery before end 1962. Purchase constitutes about 30% of annual textile-import requirements. USSR to defer payment for 1 year; interest rates and repayment method to be decided in future negotiations.

Indonesia to purchase 2,100 boxcars from Rumania at $15 million with delivery starting in the third quarter 1963. Sale may come under $50 million credit line extended by Rumania in 1961—earmarked mainly for petroleum but also for railway and industrial development.

LAOS—Application for membership in International Development Association, lending agency closely tied to World Bank, approved.

MOROCCO—French-owned railroads and electric utility industry in Morocco to pass into Moroccan Government hands in January 1963.

THOR Electrical Industries of Great Britain in contract with BEPI (Bureau of Industrial Studies and Investment) to equip television assembly factory and supply TV receiver parts for local assembly. Government gives THOR monopoly over importation of TV receivers. Project reportedly has no Government capital participation.

NEW ZEALAND—Revision of 1962-63 import licensing schedule announced by Government October 23, increasing basic allocations for 134 import items, mostly consumer goods, and for token import license scheme covering 144 items, also mainly consumer goods. Special consideration to be given to higher allocations for imported raw materials to maintain production at 1960 levels. Details, including list of products affected, may be obtained from British Commonwealth Division, U.S. Department of Commerce, Washington 25, D.C.

PHILIPPINES—General contract (about $20 million) for construction of Angat Dam and hydraulic works now in bidding stage, according to U.S. Embassy in Manila. Opening date for bids is November 15. Contract to be awarded by National Power Corporation, Government agency.

Export-Import Bank of Washington authorizes $13 million for purchases of U.S. equipment to outfit large ammonium sulphate fertilizer plant at Iligan, Mindanao.

TAIWAN—Forty-eight investment projects—aggregate capital: $13,130,000—approved by Government between January and August 1962. These consisted of 22 foreign investment projects valued at $2,620,000, and 26 overseas Chinese projects with total investment of $10,510,000.

Taiwan Television Enterprise Co. Ltd. (TTE) began television broadcasting October 10, Chinese national day. Network to reach Central Taiwan cities initially and, after completion of relay stations, all parts of island. TTE is joint Chinese-Japanese firm, with 40% of capital invested by 4 Japanese electric companies.

TUNISIA—Government order (September 13) prohibits importation of storage batteries mounted on imported motor vehicles including cars, trucks, buses, tractors, but excluding special types of vehicles, street-sweepers, cranes, repair trucks, fire trucks, etc., requiring special batteries not manufactured in Tunisia.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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About the Cover

More than 2,000 businessmen attended the 49th annual National Foreign Trade Convention luncheon in New York City's Waldorf-Astoria Hotel last week. They heard the Ambassador from Argentina call for more free trade in agricultural commodities to match the progress made in manufactured items. Story on page 2.

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World traders discuss domestic and international problems at forty-ninth annual convention

World business in a time of change is theme of meeting; Secretary Hodges, Per Jacobsson, George Killion, William S. Paley, Neil C. Hurley among program speakers.

By STANLEY LICHTENSTEIN
Staff Writer

In an atmosphere electrified by the swift-moving, week-long world drama which preceded it, the 49th National Foreign Trade Convention opened at New York City's Waldorf-Astoria hotel for 3 tightly scheduled days of meetings (October 29-31) on the theme, "World Business in a Time of Change—Challenges and Prospects."

The more than 2,400 persons in attendance shared a sense of mission, evident during much of the proceedings and pointedly expressed by Leo D. Welch, national convention committee chairman, at the first general session. Mr. Welch, board chairman of the Standard Oil Co. of New Jersey, observed that National Foreign Trade Council leaders in adopting the convention theme "certainly did not picture the type or magnitude of the change that the President's action of last week (on Cuba) brought about."

"We were suddenly confronted with a bold and thoughtful stroke of leadership," he continued. "This was a change—an inspiring change. A hand of decision seemed to grasp the rudder, and we suddenly felt we had chosen a course. The response was heartwarming. We were on our way, and the man at the helm had our unanimous support."

Responsive chord

The convention committee chairman, while frank to criticize some aspects of administration policy, suggested that "What business leaders better do is leave some one in charge of the store now and then so we can try to help our government."

This appeal for positive efforts by businessmen to help strengthen and improve governmental policy was followed a few minutes later by another note in the same key, struck by Secretary of Commerce Luther H. Hodges as he announced—in his address, "Making the Trade Act Work"—a major reorganization of his department for better service to the business community at home and abroad (accompanying story in this issue, page 4).

Partnership between government and business was a dominant theme throughout the convention, coupled with demands for improved policies and techniques to make the partnership more effective.

The word "Now"—many times repeated—occurred like a refrain in Secretary Hodges' talk. Noting that the new Trade Act, while offering opportunity, "assures us of absolutely nothing" without appropriate action, he called for immediate moves enabling American business to increase investment for greater productivity and efficiency and lower costs, to step up research and development, to "market-research in Europe and elsewhere as thoroughly as we do in the United States," and to add many new exporting companies to the mere 4 percent of U.S. manufacturers who are exporting today.

How about farm goods?

At Monday's Americas luncheon, Argentine Ambassador Roberto T. Alemann called for more free trade in agricultural commodities to match progress made in manufactures. He warned against devices in western Europe's developing common agricultural policy which would tend to create "an import monopoly."

A broader expansionist policy in domestic and international finance and credit, and lower U.S. direct taxes were urged by Per Jacobsson, International Monetary Fund Board Chairman and Managing Director, in an address on "Liquidity and Foreign Trade" at the International Finance session. He called for keeping costs down, moderation in wage increases, and greater monetary, economic, fiscal and trade cooperation among nations.

'Common sense'

A 4-step program looking towards a "Common Sense Market" was outlined by George Killion, President of American President Lines, Ltd., at the Second General Session. The steps were:

1) Fullest use of automation and other technological developments for greater efficiency,

2) In labor disputes, supplementing of persuasion and education by compulsory arbitration in "basic and critical" situations,

3) Re-casting of anti-trust laws to meet the realities of today's international economy, and

4) Recruitment, training and rewarding of young executives who are innovators rather than followers of "gray, modest careers."

At the same session, proposals for changed emphases in the Foreign Aid Program—centering on better proportioned and coordinated military and economic phases, and establishment of "serious" self-help standards—were presented by William S. Paley, Columbia Broadcasting System chairman.

Small countries

The vital importance of external trade to the smaller countries of Europe was analyzed by John M. Lynch, Ireland's Minister for Industry and Commerce, in a talk on problems and opportunities for such countries in relation to the Common Market. He gave details of the incentive program by which Ireland has attracted 140 new factories from abroad.

The Philippines and Nigeria were other foreign countries whose views—presented at the convention by Philippines Ambassador Amelito R. Mutuc and Nigeria's United Nations Ambassador, Chief S.O. Adebo—helped to lend broader perspectives to the deliberations.

"Bigger Shopping Centers for a Smaller World" was Neil C. Hurley, Jr.'s theme at Tuesday's Export Development session, which featured a discussion by a panel including Draper Daniels, coordinator of the National Export Expansion Program. Mr. Hurley, Chairman of the National Export Expansion Council, as well as of the Thor Power Tool Co., cited

Mr. Daniels' newly created federal post as evidence of the changing spotlight of governmental concern, today focused on building markets and sales rather than "fences."

Policy declaration

The convention declaration—embodying NFTC policy recommendations to the United States—was adopted after presentation at the final general session by Robert J. Dixson, Declaration Committee Chairman and Vice-Chairman of Johnson & Johnson International. Highlights of this comprehensive formulation organized under 17 headings included:

Balance of Payments and Gold Reserves. Payments balance should be restored without resort to devaluation or exchange controls, by raising the level of our international receipts and curbing unessential government expenditures abroad.

Private Investment. Under Secretary of State Ball was right when he observed that if nations have policies discouraging the private sector or discriminating against outside capital, "They must be prepared to pay a great cost in delaying their own economic development." NFTC urged government and business to correct prevailing misconceptions concerning private investment.

Protection of American Property Rights Abroad. Impartial tribunals should be established to deal with disputes over alleged "Public Purpose" expropriations of private property. U.S. Government should fight against contract repudiations by foreign regimes and for reparations when justified. Convention hails passage of Hickenlooper amendment to Foreign Assistance Act of 1962, providing for Presidential suspension of assistance to governments nationalizing property without meeting international law obligations, or failing to compensate in convertible foreign exchange. Convention urges new bilateral treaties—particularly with Latin American countries—protecting private investments. U.S. should actively work for adoption of OECD draft Convention on Protection of Foreign Property.

Foreign Credit Insurance and Financing. Convention backs cooperative action by Export-Import Bank and private insurance companies to establish export credit insurance facilities in the U.S.

Utilization of Foreign Currencies. All foreign currency funds from sale of surplus agricultural products (Title I, P.L. 480), when loaned for trade and development, should be used to the maximum for financing private enterprise.

International Business Statistics. Convention commends Commerce Department's Balance of Payments Division for contributions to better comprehension of international transactions and vital role of American private investment in world economy. Other agencies should cooperate to improve and extend date and seek uniformity in treatment. World Trade Information Service (WTIS) publications cited as highly useful to traders and investors. Value of Census Bureau's publications of Foreign Trade Statistics would be enhanced by earlier timing. Bureau is urged to establish permanent Advisory Committee of business and professional users of such statistics.

Hodges presents 7 'E' awards

Seven business firms received "E" awards from Secretary of Commerce Luther H. Hodges during the October 29 sessions of the National Foreign Trade Convention held in New York at the Waldorf-Astoria Hotel.

New equipment, markets

AMERICAN MACHINE & FOUNDRY CO. has been in the export trade for many years. Since 1956 it has increased its overseas sales by 367%. This increase has been largely a result of the development of new types of machinery and consumer goods in new overseas markets.

The equipment includes a continuous dough-mixing process, a button-stitching machine that puts buttons on men's suits in 7 seconds, a salt-water evaporator that converts salt water to fresh water, bowling pin spotters, an automatic pretzel-tying machine, improved types of basket and soccer balls and packaged cigarette plants.

BURROUGHS CORPORATION, manufacturers of business machines, entered the export business in 1890. Today, Burroughs has 550 marketing outlets in 125 countries and dependencies of the world.

In recent years the company intensified its campaign for overseas business. Its aggressive sales efforts have been responsible for a 50% increase in the hours worked by company employees. Since 1950 the company has created 2 new jobs at home for every job created overseas.

JOHNSON AND JOHNSON INTERNATIONAL manufactures surgical dressings, first-aid and baby products, and pharmaceutical and other medical products. The company has been selling overseas for the past 75 years and has established markets in more than 100 countries.

Since 1959 J&J has increased overseas sales by more than 40%.

NATIONAL FOREIGN TRADE COUNCIL, a nonprofit organization of businessmen, was founded in 1914 by James A. Farrell of U.S. Steel to stimulate overseas trade. Today, it has a membership representing more than 700 companies.

The Council has been active in the development of education in the foreign-trade field and has worked with colleges and universities to develop foreign-trade courses for students.

NEWSWEEK INTERNATIONAL has consistently advocated expansion of overseas trade by U.S. businessmen and has outlined the responsibilities of Americans traveling and living abroad.

A news feature, "New Products and Processes," has communicated U.S. industry developments to potential distributors and customers around the world. Newsweek proposed and took the initiative in organizing an International Committee of the Magazine Publishers' Association. This committee produced the brochure, "How U.S. International Magazines Can Help You Sell in Today's Booming Markets World Wide" which was made available to Department of Commerce Field Offices and to the Small Business Administration for distribution.

SYLVANIA INTERNATIONAL, a division of General Telephone & Electronics International, Inc., started a small export department after World War II. Since then it has increased its export business by 20 fold.

This record was achieved largely through developing superior products and conducting an aggressive sales campaign. In 1960 and 1961 Sylvania captured a good percentage of the European market for television tubes.

UNITED MERCHANTS & MANUFACTURERS, INC., a large industrial enterprise, employs over 30,000 persons and has annual sales of $470 million.

The company has been engaged in foreign trade since 1912 and exports yarn, machinery, spare parts and chemicals to overseas subsidiaries in 7 countries. It also licenses production of special products abroad. In each of the past 3 years it has had a 25% increase in overseas sales.

Dr. Jack N. Behrman
Assistant Secretary for Domestic and International Business

Daniel L. Goldy
Deputy Assistant Secretary and Administrator, BDSA

Eugene M. Braderman
Director, Bureau of International Commerce

Reorganization

Domestic and international business regrouped under Jack N. Behrman

Domestic and international business activities of the Department of Commerce have been combined in one organizational unit, Secretary Luther H. Hodges revealed Monday Oct. 29th, in an address before the National Foreign Trade Convention in New York. He told the group that Dr. Jack N. Behrman, whose new title is the Assistant Secretary for Domestic and International Business, will supervise the combined activity.

His total responsibilities will embrace the Business and Defense Services Administration, which was recently reorganized; a restructured Bureau of International Commerce, merging the Bureaus of International Programs and of International Business Operations; the Commerce Department Field Offices throughout the United States; and the overseas commercial service.

Daniel L. Goldy, the Administrator of the Business and Defense Services Administration, will now also be the Deputy Assistant Secretary for Domestic and International Business. Thus there will, in the new organization, be close contact with the business community through (1) the industry and commodity divisions of BDSA, which blanket the major segments of the economy, and (2) the various units of the Bureau of International Commerce which serve business interests overseas.

The reason for this new, more centralized, structure is this, the secretary said: "We recognize that the prosperity of our domestic industries is increasingly dependent on market growth both inside and outside the boundaries of the United States. Not only do we need foreign markets; we also need foreign materials and products to maintain our standard of living and sustain our industrial preparedness.

Must increase scope

"For the Department of Commerce to play its full role in helping speed the growth of American industry, we must increase the scope, the competence, and efficiency of the commodity activities lodged in the Business and Defense Services Administration and relate them properly to our domestic and overseas field services and to the specialized programs of the Bureau of International Commerce.

"The reorganization is also directed at implementing specific parts of the Trade Expansion Act.

"Under the Act, there will, of course, be a Special Representative appointed by the President who will have direct negotiating responsibilities. Nevertheless, it will be the continuing job of the Commerce Department to provide the negotiator with detailed industry information on the potential benefits from opening markets abroad and the potential impact on domestic industry of reducing tariffs here at home.

"We will also provide the President's Representative with information about non-tariff barriers abroad, so that their correction can proceed along with the work of lowering tariffs.

"The Secretary of Commerce has responsibilities, too, in granting trade adjustment assistance to industries that may be injured by imports. These will be exercised, in large part, through the facilities of the reorganized Business and Defense Services Administration. In this way, decisions will be based on a thorough knowledge of the conditions of the relevant industries and the types of technical and other assistance that can be most effective.

"In the past year and a half we have greatly improved the services of the De-

partment of Commerce for promoting American products abroad, for bringing export opportunities to the attention of American companies, and for helping the companies, new at export, go after the sales that are possible overseas.

"The new organization should make our promotion techniques even more effective. Trade missions, trade fairs, trade centers—all will be channeled into markets that have been examined by BDSA industry specialists and by BIC country specialists.

"With the Field Service and overseas commercial service linked more closely, it should also be easier to get companies to participate in overseas missions and fairs. We should have better follow-up, too."

Braderman heads BIC

Eugene M. Braderman, formerly Director of the Bureau of International Programs, and a career civil service economist who has been concerned with international trade affairs for more than 20 years, heads the newly organized Bureau of International Commerce (BIC). Deputy Director is George Donat, who was recently appointed Deputy Director of the Bureau of International Programs and who came to the Department from an executive position with Parke Davis and Co.

George Donat

E. E. Schnellbacher, who has been with the Department for 38 years and who is personally known to most Commercial officers overseas and Commerce Field Office managers in this country, as well as countless businessmen, is Assistant Director as is Clarence Blau, another veteran of many years service in the department.

E. E. Schnellbacher

Five offices remain of the 7 under BIP and BIBO. They are: Office of Commercial and Financial Policy, Office of Regional Economics, Office of Export Control, Office of International Investment and Office of International Trade Promotion which combines the responsibilities for U.S. activities relating to Trade Missions, Trade Centers and Trade Fairs. It will seek broader participation by business and industry in these fields.

Clarence I. Blau

In the Business and Defense Services Administration there are seven offices, as follows:

Distribution Services; Chemicals and Consumer Products; Industrial Equipment; Metals and Minerals; Scientific and Technical Equipment; Construction and Materials Industries; and Textiles. Each of the former Divisions is assigned to the appropriate Office.

Dean Rusk asks ambassadors to help boost U.S. exports

Urges close contact with U.S. business communities overseas; asks all personnel to be alert in finding export chances

U.S. Chiefs of Mission overseas have been requested by the Secretary of State, Dean Rusk, to take a direct and active part in the trade promotion activity in their region on behalf of American businessmen. Mr. Rusk recently wrote to all U.S. ambassadors abroad emphasizing the importance of this "fundamental effort to increase our exports and thereby to improve our balance of payments."

The text of the Secretary's letter follows:

Dear Mr. Ambassador:

I am gratified that, even though no specific reply was requested, a large number of our Chiefs of Mission have responded to Under Secretary Ball's letter of May 11, 1962. That letter renewed the call, in conjunction with the implementation of the State-Commerce Agreement on International Commercial Activities, for maximum support of the export drive.

I am also heartened that our Chiefs of Mission realize that the Export Expansion Program is not a bureaucratic device to export more work to our posts but a fundamental effort to increase our exports and thereby to improve our balance of payments. It is apparent to me, as I know it is to you, that there is a direct correlation between the level of our exports and our ability to accomplish many of our important foreign policy objectives.

The Executive, from the President on down, is vitally interested in expanding the volume of American exports. We know that in order to succeed we must have a direct and active participation in trade promotion by all of our Chiefs of Mission.

The role of our Chiefs of Mission is subject to change. What was traditional and helpful yesterday may be outmoded and inadequate today. I have come to the conclusion that this is the case as regards trade promotion. Mission Chiefs, their deputies, and indeed all top officials of the mission have many acquaintances in host government ministries and in business and other circles who can be sources of trade leads for our manufacturers and exporters. Not only commercial officers but the entire mission is obligated to be alert to these opportunities.

In today's competitive markets we can do no less than our competitors, short of participating in actual sales or giving unfair competitive advantage to one American company over another. In the absence of explicit restrictions in the regulations, it is left to the discretion of the Chief of Mission as to how far to go in assisting American businessmen establish trade connections.

Admittedly, competitor nations historically have a larger dependence on export trade than we. The governments of those countries therefore have a deeply imbedded tradition of assistance to their traders which they continue to follow. But we have no mean tradition ourselves. In the early years of our Republic, our Ambassadors and Consuls had a primary mission of promoting our commerce and trade, and made a significant contribution to the success of the "clipper ship" era in world commerce. Perhaps we need to recapture some of the zeal of our forebears, for we are in the export business not just for today and tomorrow but for the long haul. Accordingly, I am requesting that you as well as your principal aides be alert to and seek out export opportunities for American business.

I should like to add a word about relations between the mission and the local American business community. Where such a community exists, the success of

your trade promotion effort is heavily dependent upon the strength of these relations.

I therefore urge that you re-examine this situation as it concerns your mission as well as the Consular Officers under your supervision. Many Ambassadors have found it useful to meet regularly with the leaders of the American business community in order to brief them on foreign policy developments and to obtain from them whatever assistance they may have to offer in both foreign policy and trade promotion matters. I am confident that such cooperation cannot help but work to our mutual benefit.

Sincerely,
Dean Rusk

Foreign investors active in Indonesia through new production-sharing plan

Government concept for entry of foreign capital provides a number of guarantees and advantages for U.S. firms; several development areas cited

By J. A. VAN SWEARINGEN
Commercial Attache, Djakarta

Until recently Indonesia, in common with many other new nations formerly under colonial control, feared and therefore rejected foreign private investment. It has been realized, however, that new funds are needed if the nation is to move forward economically.

An initial effort was made to fund development costs with foreign credits but such financing, together with heavy borrowing abroad for armaments needed for the West New Guinea campaign, soon resulted in an excessive debt-service burden.

A new source of foreign capital was needed. Early in August 1962 it was announced that private foreign investment was again welcome, on a "production sharing" basis.

Production sharing

Production sharing, according to the Government of Indonesia, is a principle, rather than a set of hard and fast rules such as might be contained in a foreign investment law.

The concept may be described briefly as follows: A foreign investor acts as a contractor to an Indonesian entity to set up and operate an industrial facility, usually a facility connected with the export industries.

The contractor's installed equipment and all services are paid for by allocating to him an agreed share of the product. It might also be arranged that the investor would market the Indonesian share of the product, as well as his own share.

The Indonesian entity may be a Government corporation, a private concern, or a combination of the two. The foreign interest would most likely be a manufacturer, although an engineering company might find the concept interesting.

Guarantees

The Government guarantees the implementation of each production-sharing agreement. This provision is taken to mean that the Government, in the case of an approved agreement, will assume full responsibility for carrying out the terms of agreement by the Indonesian entity. The protection it provides is not in the nature of a bank guarantee.

Since the Indonesian entity supplies all local currency financing, the foreign investor is not required to convert dollars into local currency to meet local construction costs and working capital requirements.

The author

After varied assignments in the U.S. Department of Commerce with the old Bureau of Foreign and Domestic Commerce and the Bureau of the Census, the author joined the U.S. Foreign Service and has served in the Far East since 1952.

The production-sharing concept should prove attractive to U.S. concerns wishing to develop new sources of tropical agricultural products and minerals. Opportunities are also available in the forest products industries, for example plywood, and in fishing.

Advantages for investor

For the foreign investor, the principal advantages offered by production-sharing appear to be the following:

1. The danger of nationalization is lessened since the local organization would be Indonesian and not foreign.

2. The investor is protected by the fact that he will receive a share of a product having an established world market. He is not directly concerned with price fluctuations since he continues to receive the agreed share of the product until his actual investment, plus interest, is paid off.

3. By providing not only for the initial capital investment but also for the continuing requirements for imported supplies and spare parts, against an appropriate increase in the share of the product (or an extension of the production-sharing period), the investor can protect himself against the effects of foreign-exchange shortages which so often cripple industrial operations in Indonesia.

4. Since the investor will supply the equipment and services, he is assured a profit from the procurement of such equipment and services.

5. In an agreement providing for the investor's marketing of the Indonesian share as well as his own, the investor can expect a reasonable return for services rendered.

6. In some cases the investment is small in relation to the value of the product. When the investor handles the marketing, modest commissions therefrom may represent a high ratio to investment. This return would be in addition to the interest return and both would be included in the production share accruing to the investor.

Arrangements can also be made to extend the marketing aspect of an agreement beyond the termination of the production-sharing agreement as such.

7. Since the Indonesian entity supplies the rupiah and since the Indonesian Government assumes full responsibility for carrying out the terms of an agreement, the foreign investor is not concerned with problems relating to operating costs and taxation.

From the standpoint of Indonesia, the advantages of this type of arrangement are as follows:

1. It provides a means of securing private foreign capital and know-how.

2. It avoids the fixed foreign obligations of ordinary foreign loans.

3. It has some of the important advantages of equity investment compared to straight loans, because the manner of repayment involves the foreign party directly in the success of the enterprise.

4. It avoids what Indonesia considers the principal disadvantage of foreign investment in its traditional form—foreign ownership with which Indonesia associates political control.

Several production-sharing arrangements are now in effect or pending.

These comprise agreements with an American petroleum company and a Japanese petroleum company, an American fisheries company and West German interests financing a palm oil plant. Pending agreements include a vegetable oil mill and a veneer mill, both with American concerns.

Promising fields

A variety of other fields show considerable promise for production-sharing arrangements.

The Indonesian Government or private Indonesian firms have indicated specific interest in obtaining foreign partners to produce bauxite, gold, manganese, quicksilver, pepper, lumber and plywood. Various U.S. concerns have shown interest in production-sharing arrangements for nickel, coffee, molasses, rubber processing and forest products.

In addition, the Yugoslav Government has expressed interest in copper mining, the Bulgarian Government in citronella oil and jasmine extract production, a West German firm in coke, and a Hong Kong firm in livestock.

The new production-sharing regulation provides for linking domestic projects to export projects. For example, a fisheries project might include a plant for canning fish for local distribution, or a coconut oil mill could include a soap factory and a margarine factory.

Only a few production-sharing projects are operative, so that the administrative machinery for handling proposals is not fully organized. There have been several recent negotiations which indicate that proposals are being given prompt attention.

Inquiries

U.S. concerns seeking new agricultural and mineral supply sources can check these possibilities in Indonesia by a letter of inquiry addressed to Mr. Rachmad Saleh, Bank of Indonesia, Djakarta, Indonesia. It is suggested that copies of this letter be sent to the United States Department of Commerce, Washington 25, D.C., and to the Commercial Attaché at the American Embassy in Djakarta.

Such a letter need not be in the form of a detailed proposal. It will be sufficient to indicate an interest in a particular material or product with a statement as to whether the U.S. company would wish to market the entire output. Information regarding the background of the sponsoring company would also be welcome.

Development in Germany includes foreign sales

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Chicago—The climate for trade and the intricate and hazy values of the coins we exchange come closely under review by international bankers who in continual transit keep informed of national developments, often averting crisis and frequently enlarging world trade opportunities.

Such a man is Dr. Hermann J. Abs, Managing Director of the Deutsche Bank, Germany's largest financial complex with 420 branches and 15,000 employees, who recently completed a tour of several United States cities at a farewell dinner given by David Kennedy, Chairman of Chicago's Continental Illinois National Bank and Trust Company.

Abs looks like a more rotund Walter Pidgeon, speaks with the softness of butterfly wings rubbing rose petals, possibly due to a short, youthful residency in New Orleans, chooses words with the precision his clerks tally accounts, but carries a refreshing humor and warm graciousness, crumpled and easy like a cashmere sports jacket that's been worn all day.

Visiting with Dr. Abs over a cocktail and a bottomless pit of caviar, he pointed out that wage increases of almost 35% in the past two years have materially affected the German cost of living, that productivity is improving with automation but some 700,000 foreign workers still are necessarily employed to aid in running the German industrial machine.

Dr. Abs is chairman of Mercedes-Benz and about six or seven other corporations, vice-chairman of that many more and serves as a director on about two dozen boards.

Klaus Jacobs, an associate of Dr. Abs in the Deutsche Bank, was identified later by a table card next to us as a Prokurist.

"In your country, if they spelled it differently, I'd be arrested," he grinned, "but in my country it is quite respectable and the equivalent of a junior vice president."

"In Germany," he told us in response to a question, "there are many family businesses. The idea of export is passed down from father to son. It is talked about by everyone."

"No German company would think of development without considering foreign sales."

"In your country," he observed, "it is necessary still for a little more education."

Abs recalled that his last visit to Chicago had been on March 19, 1939. Neville Chamberlain had made a devastating attack on Hitler the night before, an attack that was warmly received in the United States.

"It was not easy for a German that day in Chicago," said Dr. Abs, and then addressing himself to this reminiscence he voiced words and thoughts from long ago, looking all the while across the table decorated with the browns and yellows of autumn and past the faces of the guests, through the wide, clear picture windows high up in the Mid-America Club.

It was a touching moment, an unexpected change of pace, and a nostalgic climax to outpouring of friendship that symbolized the intimate harmony of the present comradeship.

Need for acceleration in pace of Alliance seen at OAS meeting

Representatives from Latin America self-critical; Secretary Dillon calls for more private investment

By CLAUDE W. COURAND
Director
American Republic Division, ORE

The first annual review of the Alliance for Progress, held last month in Mexico City, ended on a note of dedication to accelerating the pace of the program.

Perhaps the dominant feeling as the conference got underway was an acute awareness of criticisms that had been voiced about the Alliance, principally that it was moving too slowly. The reaction was evidenced in the intensive work at the expert level, characterized by frank self-criticism on the part of the Latin American representatives.

For the first time in meetings of this nature a productive process of confrontation was instituted, similar to the techniques that contributed so much to the Marshall Plan. The penetrating questions asked and the frank answers given were perhaps unique in inter-Latin American relations.

An outstanding accomplishment was the decision to form 6 committees to intensify and broaden this confrontation process in the fields of planning and project formulation, agricultural development and agrarian reform, fiscal and financial policies and administration, education and training, industrial development and financing of the private sector, and health programs.

The Inter-American Economic and Social Council, in framing the Charter of Punta del Este in August 1961, also agreed to review the Alliance for Progress each year in a spirit of candor and objectivity. The first review was conducted at the expert level in Mexico City for 3 weeks, Oct. 1-21 and at the ministerial level Oct. 22-28.

Herbert K. May, Deputy Assistant Secretary for Inter-American Affairs, Department of State, headed the 15-member U.S. delegation of experts and Treasury Secretary Douglas Dillon headed the U.S. delegation at the ministerial level.

Delegates recognized that the structure of the inter-American system was not compatible with the dynamics of the Alliance for Progress program. Two outstanding statesmen, Lleras Camargo R., ex-President of Colombia and former Secretary General of the Organization of American States (OAS) and Juscelino Kubitschek, ex-President of Brazil and author of Operation Panamericana, were designated to make a study of needed changes and submit a report within 4 months for action at a special meeting of the Economic and Social Council, to be called for that purpose.

As anticipated, the principal preoccupation of the Latin American representatives centered around the low level of prices prevailing for their basic export products. It was stated that an increase to the average prevailing during the 1950-1954 period would increase the capacity to import by some $800 million annually.

Satisfaction was expressed over the success of cooperative efforts leading to the International Coffee Agreement. Based on this experience, recommendations were made for study groups on bananas and copper.

Concern over restrictions limiting access to traditional markets and the effects of the European Economic Community led to recommendations for the formation of action groups to take appropriate measures regarding meat, bananas, sugar, and cacao.

Progress toward economic integration was more noteworthy in Central America than in the Latin American Free Trade Area. Principal recommendations concerned studies of transportation, air transport problems, and telecommunications.

On the positive side of accomplishments, according to Secretary Dillon, the following were notable: an extensive land redistribution program in Venezuela is being vigorously implemented. Colombia has now adopted an agrarian reform law to improve substantially the use of farm land. In Mexico land reform has been carried out for several decades with beneficial results. Tax reform is being implemented or considered in nearly all of Latin America. Large scale programs to provide low-cost housing for low-income groups have been undertaken in a number of countries, including Panama, Chile, Peru, Colombia and Venezuela. Several countries have launched programs to modernize their educational systems and in a number of countries expenditures for education have risen sharply.

Work bearing fruit

The work of planning for economic development is beginning to bear fruit. The Panel of Experts has received economic development programs for evaluation from Bolivia, Chile, Colombia and Mexico, with plans from Panama and Venezuela expected soon. The development program of Colombia is now receiving attention from the World Bank, the Inter-American Development Bank, and industrialized countries interested in providing financial support.

On the negative side, Secretary Dillon singled out 2 major aspects—the slow pace of self help and reform without which external assistance cannot achieve the purpose for which it is intended, no matter how generous the scale.

He called for a substantial step up in reform measures, particularly those required to combat inflation. The most serious area where not only was no program made, but a serious setback suffered, was in the private investment field.

Private investment suffers

Private investment, both domestic and foreign, has suffered damaging blows and has lost confidence, Dillon said. He added that not only has foreign private investment in Latin America declined, but private domestic capital has been seeking safe havens outside Latin America. This capital flight has in some cases reached serious proportions.

Dillon went on to say that the plain fact of the matter is that private enterprise has not always been made to feel that it is truly a part of the Alliance. And yet the private sector must become stronger and more vigorous every year if the Alliance is to flourish, he said.

Public funds simply do not exist anywhere on a scale adequate to finance the enormous needs of the Alliance. The vast resources—both financial and managerial—of the private sector must be enlisted if the Alliance is to have lasting meaning, he said.

New French affluence, rising consumer demands challenge U.S. exporters to compete

Lower customs barriers, expanding industry create strong market for France's trading partners

Confident French businessmen putting up modern new plant, paying out bonuses and sharing profits with employees; blue-collar and white-collar workers driving to factories and offices in cars; farmers using tractor-pulled machinery on their land and electric razors on their faces; TV aerials over city and village roofs; many urbanites moving to suburban apartments and more and more families with that second big or little house in the country; stores, cinemas, restaurants, sport stadiums full of customers!

Everywhere in France, signs of the continuing rise in living standards could be seen as millions of Frenchmen returned from their generally longer, farther-distant and higher-budgeted vacations to participate in the traditional autumn upsurge to a new level of economic and social well-being.

The new French affluence and growing consumer demands are of great interest to the United States and to France's other trading partners. Today, with French customs barriers reduced considerably, 14% of all new cars and 20% of the refrigerators bought in France are foreign makes. Fast-expanding French industry buys more of the particularly advanced American machinery and other foreign machines. Candy from the Netherlands, Belgium, and Germany is making serious inroads on the French markets. So are Italian seamless stockings.

Today there are some 4 million more in the French population than in 1950. And the nation is younger, the high post-war birth rate having provided about 2 million more youngsters between the ages of 5 and 19 than there were a decade ago.

Nation more urban

The nation also is becoming more urban. In the past decade, there has been a net diminution of one-quarter of the nation's agricultural and rural community families—gone to take up jobs and life in the cities and surburbs.

Production, GNP expand

Last year French industrial production expanded another 7% and gross national product 5%, and the good forward movement has continued this year. As for gains through the fifties, the Center of Research and Documentation on Consumption (Credoc) and the National Institute of Statistics (I.N.S.E.E.) have published the results of thoroughgoing studies on general growth and total volume of goods and services consumed in France 1950 through 1960. In this 11-year period gross national product rose at an average rate of something like 4.5% a year and industrial output about 8% annually; national consumption increased 55%, at an average annual rate of 4.5%; population rose from 41.7 million to 46.5 million; despite franc-value changes until 1958, the average individual real standard of living improved at the rate of some 3.7% a year.

Business booming

Though this year there has been some summertime and early autumn slowdown in the rate of expansion, business still can be described as booming. Almost all major enterprises are increasing output at the rate of 5 to 12% a year; department stores have never sold so much merchandise.

To meet the new demand, French industry in 1961 produced 1,209,000 automobiles (with the rate up to 773,000 for the first half of 1962), 500,000 washing machines, 465,000 vacuum cleaners, 1.2 million electric razors, about 1.2 million electric irons, one million gas kitchen stoves, one million refrigerators, over one million hair-dryers.

According to the National Statistics Institute, by the beginning of this year 35% of single adult Frenchmen or families owned automobiles, compared to 28.4% at the end of 1959. There was at least one radio in 85% of all French households (81.2% in 1959), a television set in 23% (9.5%), a refrigerator in 35% (20.5%), a washing machine in 29.5% (21.4%), a vacuum cleaner or electric floor waxer in 34% (25%).

Much to be desired

The annual 3.7% increase in the average Frenchmen's real living standard since 1950 is the most rapid the country has ever known over such a long period of time. And while this is not exceptional compared to certain other countries, such as the Federal Republic of Germany and Italy, it nevertheless is greater than that achieved, for instance, by the United

MODERNIZING FOOD DISTRIBUTION: Interior of one of Strasbourg's new supermarkets. (Jean Jungmann)

MATERIALS BY THE YARD: Modern lighting illuminates drygoods at Printemps' in Rouen. (France Actuelle)

States, Canada, or Britain. On the other hand the French business weekly, *Entreprise*, says that "while French households today are better equipped than ever before, there still is much to be desired."

Official French studies show that the general up-leveling of the nation's production and prosperity has resulted in substantial changes in the individual and family budget.

The French today buy far fewer bicycles, and unlike certain other European countries, notably Italy, the motor scooter phase in France never spread very far nor lasted very long. Most personal transport buyers move straight from their bikes to their first little automobile, creating, incidentally, a new, widespread business of auto-driving schools. Sales of automobiles, in fact, have gone up 250% since 1950.

The French of the early sixties are also buying many more records, television sets, butane gas (used for heaters and stoves), domestic fuel, electrical appliances, games and sports equipment, camping equipment (up 35%), plastic items (a rapidly expanding chemical industry offshoot), and detergents. They go twice as often to a doctor as they did in 1950, and they buy four times as many medicaments.

What they eat, drink

Frenchmen and Frenchwomen today eat fewer potatoes and even less of the superb French bread than they used to consume. But their average consumption of **charcuterie** (pork products, sausages) and packed and prepared meats in the decade of the fifties went up 93%, of canned vegetables 100%, of fresh pork 102%, cakes and pies 120.5%, of ice cream 134%, of dried soups an amazing 182% (the homemade soup having been a centuries-old first-course staple of the French family's evening meal).

The new-era French are drinking more fruit juices and soft drinks. In the past decade, the buying of non-alcoholic drinks has shot up a fantastic 145%. There is a national campaign to increase the drinking of fruit juice. Consumption has gone up from 35 million quarts in 1960 to 57 million quarts in 1961 and an expected minimum 70 million quarts this year. The French, however, don't change their habits so abruptly: Juices in greatest demand are grape and apple, sources of wine and hard cider and actually resembling the traditional glasses of white and red wines.

In movies, the trade reports the public is becoming much more "choosy". Actual cinema attendance is down from a total 350 million in 1950 to an expected 316 million this year. But this means that taking every man, woman and child in France, they average seven paid movie admissions a year.

Relative to population, there are fewer television sets than in France's neighboring countries. But almost every family has at least one radio, and transistor sets are selling fast.

Higher standards seen

The prospects are for changing and still higher living standards in France. The current 4-year National Modernization and Development Plan forecasts that by 1965, individual and family budgets will be allocating only 33.2% of their increased incomes for food, a considerable drop from the proportion devoted to food today. At the same time, by 1965 expenditures for housing, medical care (then as now largely covered by the state social security system), and for clothing, education, vacations, and leisure-time activities will claim a considerably larger share of the consumer's budget than they do at present.

The current National Plan forecasts that in 1965 annual output will have increased to 700,000 washing machines, 560,000 vacuum cleaners, 1.5 million electric razors, 140,000 electric cookers, 1.34 million gas cookers, and 1.4 million refrigerators.

A careful study by the National Statistics Institute indicates, however, that the prospects for an increased rate of auto sales, while promising, are "uncertain," and that by 1966 there may be only a slight increase in total car ownership—up to about 6 million. By 1966-1967, the Institute forecasts the French will own seven million electric or gas-powered refrigerators. Prospects for washing machines sales to new customers "depend on the quality and price of the models on sale."

For vacuum cleaners and electric floor polishers, however, "the market is wide open; there should be 1.5 million new sales a year." Current sales of television sets total about 40,000 a month, "and when the second channel starts its programs, this rate should increase." With a radio in just about every home "it is now a question of having two, the second usually being a portable, but there is no way, at the moment, of estimating future sales."

Sales of canned foods should increase, with a 12 to 18% annual rise in canned fruit juices.

Excerpted from an article, "Everybody Gains From Rise in French Living Standards," in the October 15 issue of France Actuelle, *Washington, D. C.*

ROME-NAPLES TURNPIKE

The 124-mile superhighway between Rome and Naples will be opened to traffic this month, about 2 months ahead of schedule. Completion of the highway will cut travel time between the cities to about 2 hours.

Men's Fashion Week set next summer in Cologne

The 10th International Men's Fashion Week will be held Aug. 24-26, 1963, in Cologne.

A display of clothing machinery will be held at next year's fair, in addition to the exhibits of men's and boys' fashions.

Further information is available from the Cologne Fair Authority, Cologne-Deutz, P.O. 140, Cologne.

The 1962 fair was held Aug. 25-27. The U.S. Consulate General in Duesseldorf reported that exhibitors were "virtually unanimous" in expressing satisfaction with the commercial results. Foreign buyers were attracted to highly styled clothing, and German trades people devoted "a great deal of time" to leisure and lounging clothing.

1963 Mexican Home Fair to be held next spring

The 1963 Mexican Home Fair is scheduled to be held in the Mexico City National Auditorium March 1-April 3, 1963. Exhibits are expected to be similar to those of the 1962 event.

Exhibition sections will include furniture, textiles, dresses and shoes, food products, native crafts, electrical appliances and electronics. There will be sections dedicated to construction and decoration as well as any articles related to the home and the machinery needed in the industrial production of these items.

Additional information may be obtained from the Committee of the Feria del Hogar (Home Fair), San Juan de Letrán 11, Mexico, D.F., Mexico.

International Toy Fair scheduled in Nuernberg

The annual International Toy Fair, the 6th since non-German exhibitors were allowed to participate, will be held Feb. 10-15, 1963, in Nuernberg.

The fair management has estimated that the number of exhibitors at the event next winter will approximate that of 1962 when 971 firms took part.

More detailed information on the 1963 fair is available from the fair management at Spielwarenmesse GmbH, 24 Berliner Platz, 85 Nuernberg, Germany, or from the management's representative in the U.S., the German-American Chamber of Commerce, Inc., 666 Fifth Ave., New York 19, N.Y.

Toy shows in London, Frankfurt to offer promotion opportunities

Market proven in England, promising in West Germany; attendance at both events expected to be heavy

U.S. toy manufacturers will have twin opportunities to show and sell their products in the British and German markets when toys are featured at the U.S. Trade Centers in London and Frankfurt early next year.

Encouraged by the success of the first American Toy Show in London last January, the U.S. Department of Commerce and the Toy Manufacturers of the U.S.A., Inc., the sponsoring trade association, will cooperate in staging 2 promotions aimed at the proven British market and the promising German one.

The shows will run consecutively, in London from Jan. 22 to Feb. 8, 1963; and in Frankfurt Feb. 5-22. Company displays at both locations thus can be manned by the same representative in a total time of about 3½ weeks.

In both locations, the promotions will coincide with important annual shows to assure heavy attendance by British and Continental buyers. Last year, one British agent commented that in terms of purchasing power he had seen more buyers in one week at the U.S. Trade Center than he had in a year of sales calls.

London space limited

All U.S. manufacturers of toys and games are eligible to participate. Owing to space limitations in London, however, wheel goods, gymnasium equipment and other bulky items are excluded from that show. The restriction does not apply to Frankfurt.

A survey of the German market for American toys was conducted by J. Walter Thompson GmbH which reported that in its opinion "toys would make an excellent subject for a promotion." Some of the better market opportunities are thought to be in educational toys for young children, technical sets of all types, and model trains.

As for the outlook in the British market, U.S. exports of toys and games to the U.K. rose by 69% during the first 6 months of this year, following the toy show of January 1962. Repeat participation is expected to be heavy among manufacturers who took part in the first show.

To be eligible for participation, the U.S. firm must have products which meet the established theme. Exhibitors assume costs of freight, insurance and handling to the Centers and contribute $200 per show to a joint promotion fund used to defray some of the advertising and publicity costs.

Each exhibitor agrees to have a representative, American or local, present for 2 weeks. Exhibitors will ship 2 sets of samples—1 to each location—which will be entered under bond.

Representatives who travel from London to Frankfurt will find upon arrival a second complete show ready and waiting, as part of Trade Centers' services to exhibitors.

Interested firms should write immediately to the Trade Centers Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C., stating their interest in participating and enclosing descriptive product literature.

The Commerce Department will immediately mail an information kit containing complete details, including a specially prepared market guide listing the sales outlook for various types of toys.

Hardware Trades exhibit scheduled in London

The 9th International Hardware Trades Fair, said to be a good vehicle for creating valuable new trade links, will be held Feb. 4-8, 1963, in the Empire Hall, Olympia, London.

Among items to be exhibited are adhesives, basketware, coffee machines, camping equipment, domestic and kitchen appliances, electrical power tools, garden equipment and tools, insecticides, rubber goods, water paints, weighing machines, and woodware.

The fair is sponsored by Universal Exhibitions, Ltd., 74 Holland Park, London, W.11, England.

ITALIAN FERRIES FOR GREECE

Construction of three 4,300 gross ton passenger and car ferries has been started at the C.R.D.A. yards in Monfalcone, Italy. The ferries were ordered by the Greek Government.

COMPLEX PROBLEMS INVOLVED

Management consultant tells of need for special qualities by international executives

Tremendous opportunities in international trade can be lost by firms that overlook problems of international psychology; need right man in charge overseas

By GEORGE B. BAAN

Managing Director, Handy Associates International, Inc., Management Consultants

The jet age has brought the continents of the world very close to each other and has given tremendous opportunities to those business establishments who had and who have the foresight to gain the benefits of international trade.

In the past twenty years international business has expanded from principally trade—that is export and import of products manufactured in the home country by companies wholly owned in the home country—to the establishment of manufacturing and/or distributing facilities in the foreign countries—which facilities are controlled or wholly owned by the parent company in the home country. This has created a need—particularly in the U.S.—for a type of executive who—by instinct and training is equipped for handling the complex problems involved in this type of business operation.

In a strictly trading export or import business the executive of a company in one country has no executive duties in the foreign country with which he is doing business. The problems of an effective relationship always exist but the qualifications for a successful international executive are far more demanding than those of an international trader or export-import executive.

Qualities sought

Let us take first the personal and psychological qualities to be sought in the international executive. Stendhal was one of the first to recognize the existence and problems of international psychology.

After 28 years in international operations during which I have not only dealt with most nationals—but most races as well—it has become clear to me that the understanding of others and sympathy with the ideas of others is the basis of success for the international executive. Personal qualifications for international affairs are born in a man and are part of his very nature—to the extent that they cannot be educated into a man who lacks them. A man who may be very successful in his home country will often bruise and offend foreigners and will be unable to make himself understood nor understand what other nationals are trying to say or do.

In many cases I have been part of business discussions on an international plane attended by men who considered themselves international executives. These executives have listened courteously to another national and later have asked in substance "What was he talking about anyway?" After many such conferences I have observed how completely one national can misunderstand the attitude of another.

Need understanding

The company executive who has not the instinctive knowledge of international psychology with sympathy for the customs and methods of operations of those in other countries cannot possibly gain their cooperation nor work on a basis of friendly cooperation with them.

The great expansion of American business abroad started after the First World War. Some countries flooded Europe and the Far East with their hard hitting aggressive staff members—most of whom did not know the language, customs or manners of the country in which they were stationed and the failure of this system of expansion soon became obvious. Through experience and careful study it was found that certain international business men had the basic qualifications and with a little experience became well qualified international executives. Confucius said "The music is in us and is only awakened by the instruments" and in this sense the foreign experience quickly brought to the surface the qualifications which were in the man and only needed the experience in foreign affairs to make effective.

Most companies have found it is better to staff foreign operations with nationals. Obviously in selecting the nationals it is necessary to find those who themselves have these instinctive qualifications for international relations. Certain companies come to mind who from years back have utilized this very effective philosophy with great success.

Judging potential

There are several bases on which to judge a man's potential for international operations. Is he provincial as evidenced by the fact that he is ill at ease with people of different background education, customs and cultures? Such a man will have a sense of insecurity which he will try to overcome through a critical attitude towards the foreign standards of behavior—both social and business. The man who tends to compare himself and his background with others—to the disadvantage of either—is not well adjusted and has distinct limitations in international relationships. Also there are certain men of every nationality who by their basic qualities and interests are more likely to be successful in one foreign country than in another. I know of one company which has always been very shrewd and successful in sending a certain type to America. For instance, they have selected well-bred men, usually university graduates but particularly good athletes with a good sense of humor. Their men in the U.S. have always been well regarded and have handled themselves in such a way that they have been popular and have transmitted a feeling of confidence both in the individual and in their company.

An interesting example—one of our clients engaged us to make a survey to locate a qualified European company to engage in a joint enterprise to manufacture our client's product. The best qualified company with respect to finances, plant facilities, type of product, etc., was located but after careful analysis we came to the conclusion that the top executives of this European firm would never work well with our client. They could not communicate—would never understand our method of approach to a problem. By the same token our American clients

would not understand these particular European executives or work smoothly with them. The European executives would never be able to sell their ideas to the Americans and vice versa, with the result that any important difference of opinion which would certainly sooner or later arise would quickly become irreconcilable. One of the qualities of the successful international executive is an understanding of the foreign countries where he expects to do business and set up operations.

Basic qualities

I have not touched on the basic qualities for the successful executive in any field. These qualities must include administrative ability and a record as a money maker. Imagination—or if you will—vision, is important. But the purpose of business is to make money. The money making instinct as we call it is born in a man. He never develops it.

Other qualifications of a good executive are:

Leadership—Certain men can inspire leadership and even drive an organization and do a great deal through maintenance of high morale in making the organization successful and happy.

The ability to communicate—The successful executive must always have the ability to put across his ideas clearly, forcefully and persuasively. But this is even more important when he is dealing with people to whom his native language is a foreign or second language. A foreigner may be proficient in a language and still misunderstand colloquialisms or a statement which can be misinterpreted on a strictly literal basis.

An executive who is writing to a foreigner in his own language should read over the communication and be sure it cannot possibly be misunderstood.

It is amazing how many times a sentence or a paragraph can be rephrased until it is finally crystal clear instead of subject to possible misinterpretation.

I would say the very top quality in an international executive is that of being a man of goodwill. If people like him it answers many problems indeed. He must command respect and he must also deserve their goodwill.

Enormous sales territory in Far East

Assistant Secretary of Commerce for Domestic and International Business Jack N. Behrman said recently that Northwest businessmen "have staked out a big claim in overseas markets—but not the biggest possible claim."

Speaking in Seattle on "New Horizons for American Business" the Commerce official said that new opportunities for sales of U.S. products and raw materials are opening up around the world.

"Export profits are enriching not only the enterprising businessmen who win them" he said. "Workers, transportation companies, storekeepers—each gains."

Commenting that export trade brought in $244 for every man, woman, and child in the State of Washington in 1960, he said that Washington leads the Nation in exports per capita.

Among the Northwest region's best overseas markets are the countries on the other side of the Pacific—stretching from Iran in the west to Japan in the east, and to Australia and New Zealand in the south. The Pacific area, double the size of the U.S., with 5 times as many people, is "an enormous sales territory for U.S. goods," the Commerce official asserted.

Last year, U.S. sales in the area amounted to more than $4 billion—21% of total U.S. exports. Only Western Europe bought more from the U.S. The Northwest region, conveniently located to do business in the Pacific area, contributed substantially to the sales volume.

"The principal customers for U.S. products in the Pacific area today are Japan, Australia, India, Malaya, and the Philippines," Dr. Behrman stated. "They promise to be better customers in the future, but only if we are on our toes enough to gain the business, for we are meeting competition from the Common Market everywhere."

Japan, which bought $1.7 billion in U.S. goods in 1961, is second only to Canada as a sales market for U.S. business. One of the world's most dynamic industrial workshops, with a strong economy that has been growing at an annual rate of 9-10% for the past decade, Japan will be able to buy more American products as its economic expansion progresses.

Australia, in 14th place as a U.S. customer, traditionally has looked to the United Kingdom for goods and services. If the United Kingdom should ally itself with the European Common Market, Australia may expand her trade with other countries, including the U.S., Dr. Behrman said.

In India, the U.S. has supplanted the United Kingdom as the principal supplier since 1958. Under its third 5-year plan, India will import more than $7.5 billion of replacement machinery, components, spare parts, and industrial materials—all to be financed from India's own exchange earnings.

The U.S. aid program and loans from such international agencies as the International Bank for Reconstruction and Development are also opening new opportunities for U.S. exporters to sell goods and services needed for various projects in India. Pulp and papermaking machinery; construction, excavating, and mining machinery; wood pulp; nonferrous metals; and other machines and materials will be in demand.

Expanding industrialization in Malaya, which next year will be united with 4 other countries in the new Federation of Malaysia, is increasing the potentials for U.S. sales of industrial, capital, and construction equipment. Dr. Behrman said that U.S. investment opportunities in the area are also excellent.

The Philippines, third best U.S. market in Asia, is another country where U.S. sales and investment could expand. Substantial amounts of U.S. capital are being attracted to the Philippines. U.S. investment there was $439 million in 1961, up from $149 million in 1950.

Dr. Behrman, stressing the importance of U.S. export expansion, declared that "U.S. business needs more exports to expand profits, to help pay for industrial modernization and expansion, to stimulate U.S. progress in research, development, and production innovation; and to promote employment stabilization.

"The Nation needs more exports to help reduce the U.S. balance-of-payments deficit, to strengthen U.S. leadership in the Free World, and to generate faster economic growth at home."

He asserted that "We have the opportunity to sell more in all the countries on the other side of the Pacific, in Europe, in Africa, and the Western Hemishpere.

"Our sales horizons are unlimited. What we need to do is to reach out toward them and make full use of our opportunities."

NETHERLANDS ALOFT

Air traffic soared to new heights at Amsterdam's Schiphol International Airport during first half 1962; air-freight was up 17%, mail transport 13%, and passenger service 9% from like 1961 period.

WATER GIRLS: Mexican girls smilingly carry their water jars away from the newly-installed hydrant in the town of San Nicolas, constructed by the UN and the Ministry of Public Health with locally donated labor. Government expenditure under the Immediate Action Plan calls for many social welfare projects while about 70% of private investment is slated for manufacturing and construction. (UN Photo)

September slowdown doesn't affect long-term optimism on Mexico's economic future

Immediate Action Plan calls for over 5% growth rate, provides for equal participation by the private sector; imports from U.S. rise slightly, but trail 1961 levels

Mexico's economic growth seemed to be levelling off in September, but this didn't discourage the Mexican Government from presenting an optimistic report projecting an annual 5% growth in gross national product to the second annual meeting of the Latin American Free Trade Association in Mexico City.

September business was better than in the first half of the year, but overall it appeared a bit weaker than in July and August. Urban department store sales were down from August but were at approximately the level of September 1961. Most of the retail lines were weaker than in August, with apparel probably the poorest. Cement and chemicals volume and retail chain food sales were reportedly less satisfactory than in August. Iron and steel and automotive vehicles showed gains over August and over September 1961. Collections were practically unchanged.

Foreign trade

Mexico's total imports rose to $97.4 million in August 1962 from $95.8 million in July, but were less than the $98.6 million in August 1961. Mexico's imports from the U.S. rose to $65.4 million from $63.3 million in July, but were less than August 1961 imports of $67.9 million.

Mexico's total exports (revalued) rose seasonally to $80.3 million in August from $61.7 million (revised revalued) in July and from $67.7 in August 1961. Exports to the U.S. (not revalued) rose to $48.1 million in August from $35.1 in July and $38.5 million a year ago.

The Latin American Free Trade Association (LAFTA), in its second annual meeting, attempted to agree on principles and means of operation prior to undertaking specific negotiations. Agreement was reached on a uniform customs classification, based upon the Brussels nomenclature, and a centralized statistical system. Ecuador was granted special tariff concessions for 8 years as an underdeveloped country, and a study on frontier traffic between LAFTA countries was completed.

Agreement on other important subjects was expected to await decisions and recommendations by the Inter-American Economic and Social Council (IA-Ecosoc), which opened its first annual meeting in Mexico City at the experts level on October 1, and at the Ministerial level beginning October 22. The Council will review the economic problems of Latin America and actions under the Alliance for Progress. Committees were formed to study the Alliance's plans and programs, economic integration, commodities, and administrative matters. The experts were to draft a report for the Latin American and U.S. Ministers of Finance.

Mexico submitted a report on economic developments to the Conference,

in which Mexico's rate of growth of gross product for 1962 was projected at 5 to 5.5%. The report stated that the 1962 percentage increases in the economic sectors would be as follows: Industrial, 7%; mining, 1%; agriculture, 5.5%; electric power, 7%; exports of manufactured goods, 15%; tourist earnings, 20%; and government revenues, 10%.

The report referred to Mexico's Immediate Action Plan 1962-64, which was submitted to the Council of Nine of the Organization of American States and to the World Bank in September. The plan calls for a total investment of $6.4 billion (80 billion pesos), divided equally between the public and private sectors.

Government investments under the plan are projected for irrigation, electricity, petroleum development, roads, railroads, and social welfare. Of the private investment, 70% is programmed for manufacturing and construction, with smaller amounts allocated to agriculture and transport.

Private sector vital

The plan recognizes the need for greater participation by the private sector in long-range economic development planning. The press noted that the Government had, accordingly, initiated conversations with the representatives of agricultural, trade, banking and industrial associations.

The press announced in October the signing of a $14.9 million Export-Import Bank loan for development of the National Railways, a loan which was authorized earlier in the year.

The National Banking Commission issued rules on October 4 for opening new branch banks in the Federal District and neighboring urban zones. In addition to examining an applicant bank's credit policies, the need for services in the area, and the applicant's performance in complying with the legal deposit, the Government will require that the combined average deposits of the 2 largest banks increase 50%, and those of the 4 medium-sized banks as a group 30% before they will be given permission to open new branches. Thirteen other banks which have few branches are exempted from the requirement to increase deposits before opening new branches.

Vehicles registered in Mexico, according to recently released figures, rose to 902,029 on January 1, 1962, compared with 802,650 a year before. Telefonos de Mexico, S.A. announced an overall 8% increase in number of telephones during 1961. Of this increase, some 15,000 instruments were in Mexico City and about 25,000 in the rest of Mexico.

Automotive assemblers are reported to have submitted plans for the manufacture of motors and other parts, in accordance with the Government's decree of August 25 requiring 60% domestic manufacture by September 1, 1964. Four or five companies not assembling vehicles have submitted plans in the apparent hope of entering or reentering the market. The Government will approve or disapprove plans by November 30.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

The price dispute between west coast shrimp boat owners and fishermen's cooperatives was settled at the end of September, with the cooperatives receiving 45% of the sales price of the catch and paying 45% of the packing, freezing and selling costs. The cooperatives will also pay for the crew's food and the severance tax of about 1.75 cents a pound. All other expenses are for the account of the boat owners.

Since the settlement, many of the owners have sold their boats to the cooperatives.

Financial conditions in September were practically unchanged from August. Credit institutions were more liquid than in recent years, and the demand for funds from borrowers was slack. Some firms reported better sales than in 1961; however, collections have not improved appreciably and therefore accounts receivable have risen. Currency in circulation rose by .2% in September and was 7.5% higher than at the end of September 1961.

The Mexico City Stock Exchange industrial average, based on 11 selected issues, rose to 75.6 at the end of September, compared to 73 at the end of August and 80.7 at the end of September 1961. Total trading volume at the Exchange in September was 15% below August.

The wholesale price and food cost indices increased by 0.5% and 0.8%, respectively. The wholesale price index rose because of increased fresh vegetable prices, which offset a drop in fresh fruit prices. Other items remained constant.

Some Mexican and foreign interests, who were affected by the cancellation of coal mining concessions on August 31, have petitioned for injunctions against the decree. Meanwhile, the Ministry of National Patrimony has cited a number of persons and companies having coal rights, advising them of the decree by publication of notices in Mexico City newspapers and in the Diario Oficial. There is no indication as to when the Mexican courts may issue a ruling on the petitions.

State oil output up

Petroleos Mexicanos (PEMEX) in the first 6 months of 1962 increased its daily output of crude oil, distillate and natural gasoline by some 11,127 barrels per day compared to the same period of 1961. Daily output has averaged 333,161 barrels per day against 320,034 last year.

The input of all raw materials into refining has not varied significantly from the daily average for 1961, being 325,000 b/d in 1962 against 325,921 b/d the previous year. Output of refined products is averaging 317,233 b/d compared to 317,370 b/d in 1961.

Exports for the first 6 months of 1962 totaled 8,422,994 barrels of liquids, equivalent to a daily rate of 46,794 barrels. If maintained at this rate over the entire year, exports would be about 2 million barrels above 1961 exports, and would earn the country some $28 million.

Rainfall was about average for September, with water stored in irrigation dams up to 55.7% of usable capacity on October 1, well above the 44.7% level of September 1, but the lowest recorded for this date since 1957.

The season's cotton production (July 1962-June 1963) is estimated at 2,144,000 bales. Unusually heavy production in

the Matamoros area offset losses elsewhere. Mexico should be able to export 1,644,000 bales during the period, 14% above 1961-62 exports and the highest since 1958-59.

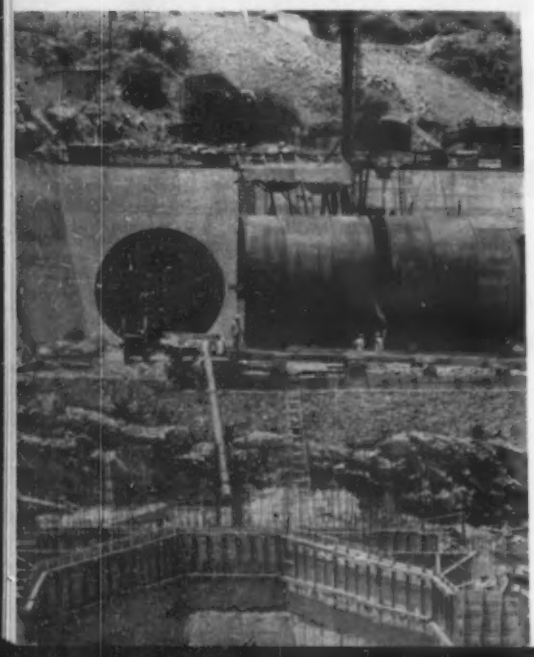
Due to the shortage of cattle feed and the poor condition of cattle in northern states, sorghum grain imports are now permitted. At least 8,000 tons will enter in October and larger shipments are expected during the rest of this year. Exports of cattle and beef, however, are expected to continue high.

Tobacco is being planted for the 1963 crop, and estimates indicate that production will fall to 44,000 metric tons from 1962's 52,000 tons. Exports of tobacco are expected to increase sharply during the rest of 1962, however, as shippers draw down unusually heavy stocks. Total exports for 1962 are expected to reach 3,000 metric tons, well above the 1,354 tons exported in 1961.

The amendments to Article 123 of the Constitution (the Labor Law) were passed by the Chamber of Deputies on September 11 and by the Senate on September 25. The Minister of Labor, who is to prepare the implementing regulations, is to be assisted by a commission appointed by the President. To make a study of the changes and their effect, hearings are being held in which representatives of both labor and management have an opportunity to express their views.

The regulations will probably not be issued before January 1, 1963, and possibly some months later. The 2 most controversial amendments are the requirement for profit sharing and the option given employees ruled unjustly discharged to accept severance pay or return to work.

BUILDING POWER: Huge sections of pipe are readied for insertion in the substructure of the 154,000 kw. powerhouse at the Temaxcal Hydroelectric Project on Mexico's Tonto River. The project, which uses the existing power potential of the Miguel Aleman flood control dam, is one of 4 major Mexican power plants constructed with the help of a $34 million World Bank loan. (World Bank Photo)



Mobiloil agrees to operate Venezuelan state oil wells

The first "service contract" between the government's Corporacion Venezolano de Petroleo (CVP) and a private oil company was signed on September 24 with the Mobil Oil Company.

The Minister of Petroleum and Hydrocarbons described the service contract as a "Non-Risk Operational Service Contract" under which Mobil undertakes to operate the wells on the CVP properties in the Barinas field for a fee equivalent to approximately 22¢ per barrel, payable in crude petrol at the posted price. The oil will be moved via the Mobil existing pipeline facilities to CVP's Moron refineries.

Another section of the contract provides for Mobil to explore and drill in the Barinas holdings of CVP for account and risk of CVP. This is, in effect, a drilling contract such as CVP entered into for the drilling of their wells in the Barinas and Lake Maracaibo areas.

Agreement on prewar debt should draw funds to Greece

Agreement has been reached between Greece and the Foreign Bondholders' Protective Council for the resumption of service on the Greek prewar private dollar foreign debt.

The U.S. Department of State referred to the settlement, arrived at after long negotiations, as undoubtedly an important step along the road of sound economic development. By removing this major obstacle to the flow of private American capital into Greece and opening new avenues of financing from lending institutions, it will afford additional stimulus to the efforts of the Greek people toward speeding economic advancement of their country.

The U.S. Government, which has taken and will continue to take an active interest in the economic development of Greece, welcomed the agreement as widening and strengthening prospects of progress for the Greek nation.

July tourist spurt paces strong rise in visitors to U.S.

7-month totals 22% ahead of 1961; almost all areas register gains

Business and pleasure visitors to the U.S. from abroad in the first 7 months of 1962 increased by 22% over 1961.

According to U.S. Immigration and Naturalization Service figures released by the Commerce Department's U.S. Travel Service, an increase of 34% during July helped boost the 7-month rise.

The actual number of overseas visitors to the U.S., excluding those from Canada and Mexico, was 339,000 in January-July, a growth of 60,000. The July figures this year were 76,000, a gain of 19,000 over the same month in 1961.

Business and pleasure visitors from the area served by the London USTS office increased by 27% for the 7-month period and 63% in July, compared with corresponding figures for 1961.

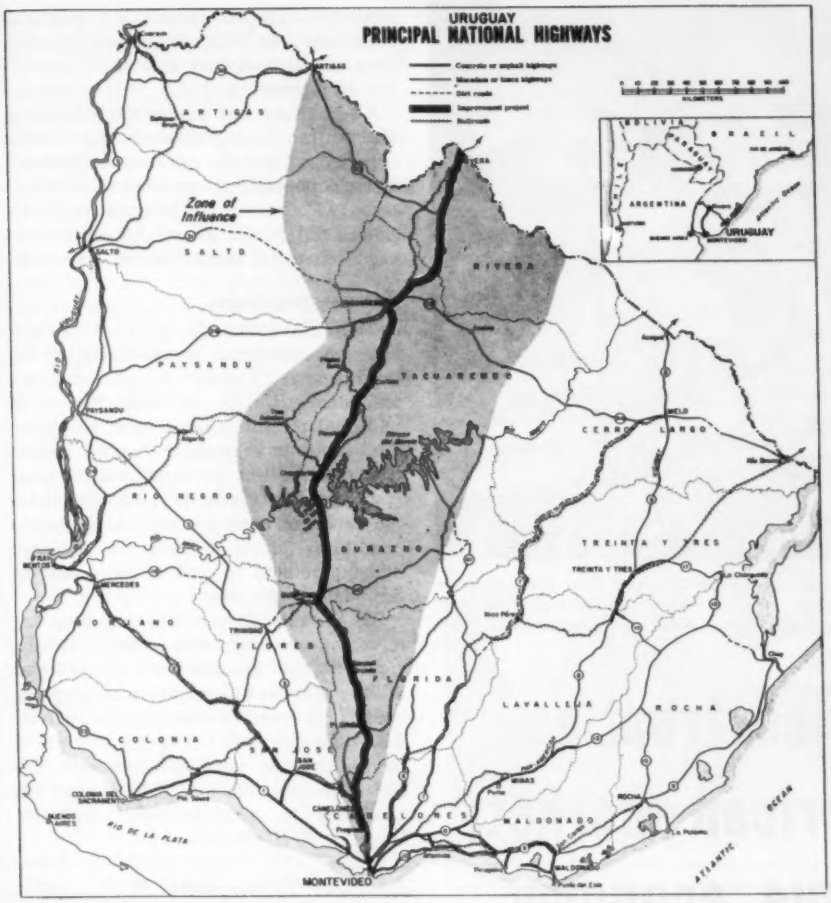
For the same periods, INS statistics for areas where USTS maintains travel offices show business and pleasure travel to the U.S. as follows: Frankfurt: 7 months, up 22%; July, up 53%. Paris: 7 months, up 32%; July, up 49%. Sao Paulo: 7 months, up 11%; July, down 3%. Bogota: 7 months, up 50%; July, up 57%. Sydney: 7 months, up 15%; July, up 2%. Tokyo: 7 months, up less than 1%; July, down 2%.

From Mexico, travel to the U.S. increased by 12% in the 7-month period, and 27% in July.

New investment bank formed to boost Swedish exports

To help boost Sweden's export sales a new Swedish export credit organization, AB Svensk Exportkredit, has been capitalized at 100 million crowns. One Swedish crown equals $0.193. The Government and commercial banks each have contributed 50% of the capital.

The object of this export credit institution is to grant long term credits for export sales which, under present Swedish banking laws, could not be granted by commercial banks. This credit institution plans to borrow funds for credits on the capital market.



STRAIGHT UP THE MIDDLE: The heavy line traces the path of National Route 5 through the heart of Uruguay. The shaded area will benefit directly from Route 5's reconstruction into an all-weather road. The World Bank has loaned $18.5 million for foreign exchange costs of the project. (World Bank Photo)

World Bank loan will help rebuild key Uruguay road

Work contracts will be awarded through competitive international bidding; highway study also planned

The World Bank has loaned Uruguay the equivalent of $18.5 million for the improvement of road transportation. The loan will be used to rebuild Uruguay's main north-south trunk highway, which extends from Montevideo, the capital and principal port, to Rivera about 320 miles north on the Brazilian border.

The loan will also help finance a program to improve the country's highway maintenance organization and its operations, and will provide funds for a study of Uruguay's future highway needs.

The work will be carried out under unit-price contracts awarded on the basis of international competitive bidding, and is expected to take 4 years to complete.

The Montevideo-Rivera highway, known as National Route 5, traverses the center of Uruguay. Its service area comprises about a quarter of the country, and accounts for over a third of livestock and agricultural production. The road is also an important international artery for some of the products of southern Brazil, such as timber, for Argentina and other countries via the port of Montevideo.

The improvements being undertaken with Bank assistance will provide an all-weather road, assuring year-round accessibility of this important section of Uruguay and substantially reducing transport costs. This should not only stimulate agricultural and livestock production, but should also make possible a greater diversification of economic activity outside of Montevideo and the coastal zone, where about two-thirds of the country's population of 2.8 million is now concentrated.

About 300 miles of National Route 5 will be improved by widening, paving, raising the grades of frequently inundated sections, replacement of inadequate drainage structures, widening 8 bridges and constructing 10 new ones.

Equipment and engineering assistance to be financed by the loan will enable Uruguay's maintenance organization to introduce new and improved methods to meet the requirements of the expanded highway system.

The proposed highway planning study is essential for the preparation of a long-range program for highway investment and the establishment of priorities based on economic considerations. The study will also assist in the organization and operation of the Highway Department, including the establishment of a highway planning office.

The total estimated cost of reconstructing National Route 5 is equivalent to $25.4 million. The Bank loan of $18.5 million will finance its foreign exchange costs and also the cost of imported equipment and services for the maintenance program and the highway study.

New Swedish woodpulp mill emphasizes automation

A new woodpulp mill, reported to be the first of its kind in Europe, was opened on September 26, 1962 at Nymolla in southern Sweden. The machinery and equipment are all new, with heavy emphasis on automation.

It will have a yearly capacity of 85,000 metric tons and will be operated by 76 employees divided into 4 shifts. The mill uses a magnesium bisulphite processing method which permits use of a wide variety of trees and bushes, old lumber and fence posts.

It also eliminates the usual unpleasant odors found in older type mills and will not pollute water. The mill cost 105 million crowns (almost $20.3 million).

HEALTHY PRODUCT: Milk bottles march along the production line at this Costa Rican milk pasteurization and bottling plant. Costa Rica is striving for maximum industrial diversity, and several new projects have been started recently, despite a severe budgetary crisis slowing the economy. (World Bank Photo)

Costa Rica ratifies treaties for Central American market; fiscal woes plague economy

Trade balance better than 1961, but domestic trade slows; higher taxes, foreign loans may bring budget relief

Costa Rica signed the treaties relating to Central American Economic Integration during the third quarter of 1962, and aroused fresh hopes that she would soon ratify the agreements and become part of the Central American Common Market, according to the U.S. Embassy in San Jose.

Nevertheless, the major preoccupation of the Government continued to be budgetary problems. Tax measures were approved to obtain a moderate increase in revenue, and financial assistance was sought from the U.S.

Partially in response to Costa Rica's adherence to the common market and also to a World Bank loan for capital equipment, the country's industrial pace quickened.

However, there was a lack of vigor in the general state of the economy due in part to the budgetary crisis, customs surtaxes imposed last year and the normal seasonal slack. In the foreign trade area the usual seasonal slump had a generally tapering effect on both imports and exports.

Integration treaties

In July, Costa Rica signed "ad referendum" the General Treaty of Central American Economic Integration, the agreement creating the Central American Bank for Economic Integration and the Agreement and Protocols creating a common external tariff in Central America.

Although these treaties have not been submitted to the Costa Rican Legislative Assembly, Government officials continue to express confidence that the common external tariff and the tariff rates on those products excepted from Intra-Central American free trade (on which negotiations are in progress) will enter into effect by January 1, 1963.

Costa Rica has reportedly shown a liberal, free trade attitude in the various negotiations and has not encountered any serious negotiating problems. Whether there will be serious internal problems awaits full public knowledge of certain tariff rates and debate in the Assembly.

Budget problems

The Government's acute budgetary problems continued unsolved during the third quarter. Through August, revenues amounted to 63% of what had been budgeted for the current year. However, the carry-over of a more than $6 million deficit from the previous budget year (6.65 colones equal $1), together with the probable necessity for additional expenditures not included in the ordinary budget, pointed toward a major budgetary deficit this year.

To increase government revenues, tax increases on beer, soft drinks, whisky, cigarettes, and gasoline were enacted and a law was approved requiring all property holders to submit a sworn declaration of the value of their property within 6 months. Along with this domestic effort to increase receipts, the Government continued to seek financial assistance from the U.S. Government.

During the August visit of Inter-American Development Bank (IDB) President Felipe Herrera to Costa Rica, the Government signed loan agreements for $3 million for capital goods imports and $2.7 million for improvements in the electric distribution system. Other proposed IDB loan projects are: $4 million for cooperatives, $2 million for rural housing, $12 million for secondary schools, $4 million for the San Jose sewerage system, and $1 million for the University of Costa Rica.

The World Bank is considering an application for $3 million for the Cachi Hydroelectric Project and has been approached for $4.5 million for port development at Puntarenas.

The Export-Import Bank has received proposals for a $7.5 million loan for the El Coco-San Ramon highway, plus additional financing for Costa Rica's one-third share of Inter-American Highway construction costs.

In September the Government requested a loan of $1.6 million from the U.S. Government to help carry on land survey and land tax appraisal work.

Holdings of foreign exchange at the end of August were $25.3 million compared with $27.9 million in July.

After a slow start, the Ministry of Industries under the Orlich Administration quickened its pace in processing and granting new contracts under the Industrial Encouragement Law, in line with Minister Garron's emphasis on industrial diversification.

The generally assumed entry of Costa Rica into the Central American Common Market and the availability of World Bank financing for the importation of capital equipment have been stimulating factors. Depressing factors have been the Government's fiscal crisis and a shortage of working capital and commercial credit.

New projects

Under the Industrial Encouragement Law, 17 new or expanded industrial projects with a projected capital investment of about $1.2 million (8 million colones) received contract approval during the quarter; 35 new applications have been received.

Industria Nacional de Cemento, a cement plant designed to meet Costa Rica's portland cement demand, received authorization to start drawing on a $2.8 million IDB loan. Bids are being solicited on factory construction and preliminary work on access roads to raw material deposits has started. Machinery purchased from a Danish firm will start arriving in early 1963.

Fertica, a $7 million nitrogenous fertilizer plant, is now under construction. Financial backing is provided by Esso, an international consortium, and Central American investors. Problems regarding waste disposal, safety and neighborhood zoning type protests are being confronted.

The Firestone Tire and Rubber Company has applied under the Industrial Encouragement Law for a contract to build a 100,000 per year tire plant. The Guatemalan tire plant, GINSA, later filed a similar application.

Refinery deals annulled

The question of a petroleum refinery was a stormy subject during the third quarter. The refinery contracts signed with Texaco and Cerro Azul during the previous administration were returned by the Legislative Assembly unapproved and, in effect, annulled.

Refinadora Costarricense de Petroleo as of now has the option to negotiate a refinery contract. Refinadora's financial and technical backing is being supplied by Union Texas Petroleum Division of Allied Chemical Corporation, which has also indicated interest in building an associated petrochemical complex. Although the present situation regarding a domestic refinery is unsettled, petroleum product importers and distributors are concerned over their future profits.

BURROWING FOR POWER: Costa Rican workmen hollow out a tunnel excavation at the Rio Macho Hydroelectric Project. The Central American Republic's industrial diversification drive, spurred by an Industrial Encouragement Law, will result in increased demands on her electric power capacity. (World Bank Photo)

An industrial park promoted by Mid-America Development Company has come into being between San Jose and Cartago. Westomatic of Tampa, Florida, has 2 buildings under construction for the manufacture of water heaters, refrigerators and small tanks. Bowman Ltda., a food processor using the trade mark "Galeon," will occupy a third building.

Domestic commerce slow

Domestic trade during the quarter was reported as sluggish, due in part to the budget crisis. Sales during July were reported at fair levels, and in August they registered the anticipated seasonal high. August is traditionally a good business month because of Costa Rica's Mother's Day, an important gift-giving occasion.

In late August, however, the volume of domestic trade plummeted to a very low level, with the many small shopkeepers being particularly hard hit.

Another factor contributing to the customarily poor volume of September trade was the taking of inventory during the month.

Prices on numerous consumer goods reportedly rose steadily, due to higher costs of merchandise imports, occasioned by the surtaxes imposed on so-called "non-essential and semi-essential" goods in September 1961. When the plan went into effect a year ago, some businessmen predicted that its full impact would be felt in about 1 year, and these predictions are apparently being borne out.

The money market in Costa Rica remained extremely tight during the quarter. Banks were almost fully loaned with short term credits issued only on a highly selective basis. Most credits were channeled into agriculture. Installment purchases continued to account for freer purchasing of consumer durables.

Although first quarter foreign trade figures registered a favorable trade balance of $5.9 million, in the second quarter imports exceeded exports by $2.5 million. The reduction in the balance from the first to the second quarter was attributable to the customary tapering off

in coffee sales during the second quarter. Coffee sales during the first half of 1962 were $7.8 million higher than in the corresponding period of 1961, cushioning the loss of $3.6 million in revenue from reduced exports of bananas, cocoa and fresh frozen beef.

During the first half of 1962 total exports were valued at $54.3 million, compared with $50.1 million in the same period in 1961. Imports during the first half of 1962 were valued at $50.9 million in comparison with $53.7 million during the same period in 1961.

Small firms can diversify lines, save research costs through foreign licenses

New York consulting firm says U.S. businessmen can limit new product development costs to expense of 'refining' popular foreign products to meet American standards

A New York management consultant firm is urging small U.S. businesses to acquire production licenses on proven products developed outside the U.S. by foreign firms to provide themselves with greater product diversification and expansion without excessive outlays for research and product development.

Robert C. Sellers & Associates, of Garden City, New York, say that evolution of this concept will make it possible for small firms to improve and expand their production lines with no financial risk other than the expense involved in "refining" a unit to U.S. standards.

U.S. firms can thus direct the bulk of the development funds toward "refinement" of products for which an initial market position has already been proven —at someone else's expense.

This "refinement" philosophy recognizes that even in product development there are "nationalistic" differences in approach to engineering design, materials specifications, tooling methods, and packaging.

The foreign firm itself gains in 2 ways; first, in royalties from any resulting U.S. production and secondly, by receiving U.S. standards information the "associate" concept allows the European company to keep at the forefront of technical leadership in its own market area.

The firm says that a program such as this benefits the small business firm with a limited engineering staff which recognizes that "all the brains" are not necessarily on this side of the ocean.

Sellers & Associates say the important point to consider in any license arrangement is that the U.S. firm's new product development activity is directed not only toward increased annual production, with its resulting efficiency and lower overhead, but even more importantly, toward greater product diversification and lower turnover, and to overall company financial position through the resulting greater earning power.

The tabular listing represents major programs involving large business firms, and the number of small business firms who can take advantage of the proven potential is of course much larger.

Many products of proven popularity, which are aimed at government markets, can only be sold in the U.S. by the "licensing route," due to controls such as the Buy American Act.

This is an avenue business men should never under-rate, reiterate Sellers & Associates.

Representative Success Stories

U.S. Firm	Associate Overseas	Product
Continental Motors	Turbomeca	Jet engines
Curtiss-Wright	Armstrong-Siddeley	Jet engines
Airborne Instruments Labs	CSF of France	Airport Radars
Holley Carburetor	Joseph Lucas	Fuel injection
Bendix	Decca	Radars

ECSC coal output expected to drop

Imports of coal likely to rise 1.1 million tons in 4th quarter

Coal stocks in the European Coal and Steel Community are expected to decline by 1.5 million metric tons in the final quarter of 1962 and coal production during the same period will probably amount to only 57.8 million tons, or 1 million tons less than in the fourth quarter of 1961.

Demand for coal, which will decline by only 1% will be sustained by steel producers whose coal use will remain the same and the increased use of coal by thermal power stations.

Imports of coal during the fourth quarter, however, are expected to rise by 1.1 million tons to a total of 6 million tons. Similarly, exports to third countries are expected to increase by about 60,000 tons, which is 6% over the exports of the fourth quarter of 1961.

Stock reductions at the beginning of the year in addition to those expected for the fourth quarter should bring producers' coal stocks, which had amounted to 25.1 million tons at the end of 1961, down to 18.8 million tons at the end of 1962. In addition, there are approximately 4.5 million tons of coal in the hands of importers.

Latins reduce import debt for second straight month

The outstanding draft indebtedness of Latin American importers to U.S. exporters decreased in September for the second consecutive month, to the lowest level since March 1961.

The Federal Reserve Bank of New York has announced that importers' debts declined in 13 of the 23 countries covered by the Bank's monthly survey of the Latin American export credit experience of 11 large commercial banks.

U.S. exporters drew $36.1 million of new drafts on Latin American importers during September, while these importers paid $37.4 million worth of drafts. Accordingly, total drafts outstanding decreased by $1.3 million to $214 million at month's end.

A decline of $2.6 million in Venezuela's indebtedness reduced its debts to the lowest since January 1961.

2 Mexico City traders denied U.S. export rights

Planned to transship diesel motors and parts to Cuba

The Commerce Department's Bureau of International Programs has denied 2 Mexican businessmen and their firms all U.S. export privileges for 14 months, for attempting to transship U.S. equipment to Cuba.

Involved in the denial order of October 26 are Francisco Femenias Lorez (a former resident of Cuba) and his firm, Materiales Industriales Maquinaria, S.A. (MIMSA); and Sergio Chavez Ramos and the firm, Technica Hidromecanica, S.A.; all of Mexico City. The businessmen and their firms have been under temporary denial since December 1961 pending administrative proceedings in the case.

The Bureau said that some time before September 1961 the 2 Mexican businessmen received a $14,000 order for 2 marine diesel motors and parts of U.S. manufacture. They bought the motors and parts from a New York dealer, falsely representing that the engines and parts were to be resold to the Mexican Government, and shipped them to Mexico. However, the scheme to transship the equipment to Cuba was discovered by the Bureau and the goods were stopped in Mexico.

Chavez and Femenias admitted their participation in the transaction for financial gain and cooperated with the Bureau in its investigation. Upon expiration of the actual denial of their U.S. export privileges on December 20, 1963, they will be placed on probation for the duration of U.S. export controls.

The denial order prohibits the named individuals and firms, and all other persons and firms related to them, from ordering, buying, receiving, and disposing of U.S. commodities, or otherwise participating in U.S. export transactions either directly or indirectly. It further states that no export or related service involving U.S. goods may be performed for them by any person or firm.

Israel allots $3.45 million of Eximbank credit to roads

An Eximbank allocation of $3.45 million has been authorized under the $25 million line of credit approved in favor of the State of Israel in February 1961. This loan will be used to finance the acquisition of U.S. machinery, equipment and spare parts, and for services for highway maintenance.

Included among the items expected to be purchased in the U.S. are motor graders, steel wheel rollers, pneumatic rollers, mixing plants, grid rollers, finishers, loaders, asphalt spreaders, chipping spreaders, pulvimixers, excavators, tractors, compressors, crushing plants and spare parts.

Indian AID Change

Mr. S. S. Ayyangar has replaced Mr. M. L. Gupta as Under Secretary in charge of the AID Section in India's Ministry of Commerce and Industry.

All correspondence connected with the utilization of AID loans should now be directed to Mr. Ayyangar at the Ministry of Commerce and Industry in New Delhi.

New trade bill won't affect clinical thermometer study

In spite of the enactment of the Trade Expansion Act of 1962, the investigation with respect to clinical thermometers initiated under Executive Order 10401 is being continued under the provisions of subsection 351(d) of that Act.

No additional hearing is scheduled in connection with this investigation. However, any interested party may request an additional hearing, stating his reasons therefor. Such request shall be in writing and shall be filed with the Secretary of the Tariff Commission within 20 days after the date of publication of this notice in the Federal Register.

Parties desiring to supplement the information presented at the hearing of August 28, 1962 need not for this reason request an additional hearing, but may submit such information to the Commission in writing not later than November 30, 1962.

2d AID-sponsored investment study eyes Turk plastics

Government foots half of bill if firms decide not to invest; studies made available to others

Feasibility of manufacturing basic plastics in Turkey will be studied in a $33,000 investment survey to be conducted under an agreement between the Jefferson Lake Sulphur Company of Houston, Texas, and the Agency for International Development (AID).

To make the studies Jefferson Lake has retained Ford, Bacon & Davis of New York, N.Y.

Included in the investigation will be studies of markets, raw materials and site locations. Uses foreseen are in food processing, pharmaceutical manufacture, household furnishing, fruit and vegetable packaging, garment manufacture, tobacco growing and bag producing.

If a firm which initiates an AID investment survey does not exploit the investment opportunity by an agreed date the survey becomes government property and available to other investors. In such a case AID may agree to reimburse the firm for up to half the survey cost. If the firm proceeds it pays the entire cost and keeps the survey.

Information on the investment survey program is available from the Agency for International Development, Office of Development Finance and Private Enterprise, Washington 25, D.C. See article on page 25 for information on studies recently completed of other Turkish industries.

Congo (Brazzaville) gets Eximbank cold storage loan

Eximbank authorized a $250,000 line of credit in favor of Societe Congolaise de Congelation et de Conservation (SOCOFROID) of the Republic of the Congo (Brazzaville). Proceeds of the credit will be used to help finance the purchase of U.S. machinery, equipment, materials and services for a cold storage and ice-making facility.

GATT conference studying more than 60 trade problems

U.S. protests against French and Italian import quotas; hopes to eliminate Canadian customs duty surcharges

At the 20th Session of the General Agreement on Tariffs and Trade meeting in Geneva, Switzerland from October 23 to November 16, the Contracting Parties are considering an agenda of more than 60 items. A major topic will be an assessment of progress made in the GATT Program for the Expansion of International Trade since it was dealt with at the 1961 GATT Ministerial Meeting. Key elements of this program are tariff reduction, improved access to markets for agricultural products, and removal of obstacles to the trade of the less developed countries.

The U.S. Delegation will give special attention to quantitative restrictions originally justified for balance of payments reasons, but which are now in violation of the GATT. Increasing U.S. concern over quantitative restrictions has led to a formal complaint against French and Italian quota restrictions.

Also pending is the Canadian Government's recent imposition of customs duty surcharges. The U.S. Delegation will seek the earliest possible elimination of these surcharges.

The progress of regional economic groupings will be reviewed, including the Latin American Free Trade Area, the Central American Free Trade Area, and particularly the Common Agricultural Policy of the European Economic Community.

It is expected that at least 2 newly-independent nations, Trinidad-Tobago and Uganda, will be formally admitted as contracting parties at the Session. The GATT membership now numbers 42 nations covering more than 80% of free world trade. The Contracting Parties will also consider their future relationship with Argentina, Poland, Spain and Yugoslavia, which now participate in the work of the GATT under various special arrangements.

The GATT is the basic international instrument guiding commercial relations among most of the principal trading nations of the world. The provisions of the GATT are designed to expand international trade and thereby to raise living standards, increase productive employment, and utilize more fully the resources of the world. The meetings of the Contracting Parties provide an international forum to discuss trade policy problems and to resolve trade difficulties in a manner conductive to the growth of trade levels.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

EEC considers uniform truck, trailer standards

The Commission of the European Economic Community has proposed maximum weight and dimension standards for commercial motor vehicles licensed for traffic between member countries.

The EEC directive recommends that a maximum weight of 38 tons and a maximum length of 17.2 meters (56.4 feet) for truck-trailer units be introduced on January 1, 1965, in the international highway traffic within the Common Market.

The EEC standards represent a compromise between the German Federal Ministry of Transport which recommends smaller weights and sizes for trucks and the Benelux countries which allow trucks of larger size. It is probable, however, that the EEC directive will meet with opposition from some member countries which must approve these standards.

Malagasy revises rules governing 3d-nation imports

Full Madagascar customs charges applied to non-franc-zone items

Malagasy Government has modified its foreign trade regulations on imports from third countries, especially France, the U.S. Embassy in Tananarive reports.

Under Ordinance No. 62-011 of last August 10 (*Journal Officiel de la Republique Malgache*, August 18), non-franc-zone products imported indirectly through another franc-zone country will have to pay full customs charges in Madagascar. Previously such imports had to pay only the difference between the Malagasy Republic customs charges and the charges already paid to the intermediate country.

Internal

The ordinance affects only customs duties, not the more important import taxes. It has mostly internal franc-zone significance and should not greatly affect the level of imports from the U.S., although it might lead to some reorientation of trading and shipping channels. Some used clothing may become more expensive, since its importation is generally authorized only from France and the European Economic Community and full customs duties will now have to be paid both in France and Madagascar for shipments coming through France.

Need import license

Another measure (Decree No. 62-417 of August 14, published in *JOMR*, August 25) specifies that an import license (chargeable to quotas of Madagascar imports from non-franc-zone goods) is required for all items of non-franc-zone origin even if they come through a franc-zone country where they have paid all appropriate import fees. Formerly these items were regarded as franc-zone imports into Madagascar and were exempted from license and quota restrictions. These revised import licensing regulations may affect the level of indirect U.S. exports to Madagascar.

Basic tax reforms set by Argentina

Income, sales, import, other tax changes effective November 1

Tax reforms effective November 1, the beginning of the new fiscal year, have been announced by the Argentine Government. The new measures provide for the following:

- A rate reduction in the lowest basic scale (first step) of the income tax from 9% to 8%.
- An increase in the automatic exemption claimable by wage and salary earners from 126,000 to 240,000 pesos. The result of this measure is to make the first 447,000 pesos (about $3,300) of income from wages, salaries, social security benefits, family allowances, and similar sources free of income tax.
- A reduction in sales tax on most items from 13% to 10%, and a new sales tax of 3% on items previously free from sales tax. As an exception, the transfer or sales tax on autos is raised by 50% (from 13 to 19.5%). This is understood to apply to new car sales only.
- Withholding by corporations of the 8% tax on dividends.
- An increase from 5% to 10% of the tax on lotteries.
- A new 5% tax on all imports.
- A new 5% tax on production of cereal grains, wool, meat, hides, and subproducts.
- A new tax of 5 pesos per liter on lubricating oils.
- A new tax of 5,000 pesos on each passport issued.

Tanganyika ready to push for investment guarantees

Legislation offering private foreign capital investment guarantees will be introduced by his government, Tanganyika's Prime Minister Rashidi Kawawa said at the formal opening of the Kilombero Sugar Co., according to the U.S. Embassy in Dar es Salaam. Tanganyika, he observed, is anxious to attract foreign capital for the economic development of the country and is endeavoring to create a favorable investment climate.

Prime Minister Kawawa stated: "My Government fully realizes that unless the foreign investor is given concrete and legal assurances as to the safety of his investment and the earnings derived from it, he will be reluctant to invest. It is because of this that the Tanganyika Government proposes the early introduction of investment guarantee legislation which would give investors a legal assurance of the eventual right to the repatriation of their capital investment to the source from which it came and also the right similarly to transfer their profits or dividends."

EEC: Anti-Trust Laws

A guide to rules governing competition in the Common Market has been published by the European Economic Community's information service.

This *Guide Pratique*, published in all 4 Community languages in Europe, is available in the U.S. only in French. It may be obtained for 80¢ from the European Community Information Service, 235 Southern Building, Washington 5, D. C.

Although November 1 was the filing date for firms to submit required data, a Feb. 1, 1963 deadline has been set for agreements existing before Mar. 13, 1962 involving only two enterprises.

France maintains controls on transistor imports

French quantitative restrictions and licensing requirements on imports of certain electronic products including transistors which were to have been liberalized October 1 have been maintained. France has removed such restrictions, however, on imports of battery-operated radios, French tariff number 85-15 A III b (Foreign Commerce Weekly, Feb. 12, 1962, p. 267).

The products which were not liberalized are listed below by tariff number: **85-15 C II a,** assemblies of parts of radio electric apparatus containing elements falling within paragraph 85-21 C; **85-21 C** crystal diodes, crystal triodes, etc., including transistors; **85-21 E I** parts of above.

ARGENTINE SUPPORTS

The Argentine Government has announced 1962-63 corn, grain sorghums, millet, and feed barley support prices ranging from 44 to 68% above the respective 1961-62 prices.

Applications for import licenses down in Turkey

Less speculation in licenses, better administration expected

Reinstitution of cash deposit requirements under Turkey's new import quota appears to have been the major factor underlying a sharp drop in import license applications in the second half of 1962 —to approximately 10,000 under the Ninth Import Program (July-December 1962), roughly one-quarter of the Eighth Program's estimated 35,000.

Although part of the drop in applications can be attributed to the transfer of some items from the global quota list to the liberalized list, the renewed cash deposit requirements undoubtedly restricted the interest of would-be importers.

Withdrawals

Temporarily eliminated under the Eighth Import Program in favor of a bank guarantee, deposits now range from 10 to 40% depending upon the number of applications in relation to the quota amount. When the Central Bank raised the deposit requirement on about one-third of the global quota items (INTERNATIONAL COMMERCE, October 1, p. 23), about 1,500 applications were reported withdrawn.

The higher cash deposit requirement and subsequent reduction in applications should reduce speculation in import licenses, thereby restoring trade to the better established importers. This should facilitate better administration of the import program by the Central Bank.

Austria establishes import quota for certain apples

Austria has established an import quota of 2,500 metric tons for imports of apples of the Pearmain, Gravenstein, Canada-Reinette, Cox-orange, and Bellefleur varieties, having a diameter exceeding 65 millimeters (2.535 inches), the U.S. Embassy at The Hague reports.

The terminal date for the quotas is November 15, 1962.

All Americans entering Nigeria must have visas

Regulation strictly enforced; visitor period up to 28 days

The Government of Nigeria requires a valid entry visa for all American citizens planning to enter Nigeria, the U.S. Embassy in Lagos reports. This requirement is being strictly enforced and individuals arriving without proper documentation are being refused entry into the country.

Visas are available at British Embassies or Consulates in areas where there is no Nigerian representation. In the United States, Nigeria has a Consulate General at 575 Lexington Avenue, New York 22, N.Y., and an Embassy at 500 Dupont Circle Building, Washington 6, D.C. Visitor's visas are normally issued for periods up to 28 days.

Applications for visas by persons seeking resident or work permits are referred to the Ministry of Internal Affairs in Lagos. Processing of these requests is often time-consuming, and it may be 90 days before a reply to such an application is received. With the delay in securing residence or work visas, it is advisable to apply for such visas before coming to Nigeria. Because in a number of instances applications for change of status from visitor to permanent resident or work have been denied, some persons have been forced to leave the Federation.

MEXICO: IMPORT PERMITS

Mexico added 5 new items to its prior import permit list last month. These items can be imported only under a prior import permit from the Mexican Ministry of Industry and Commerce.

The items and the effective dates of the restriction, as published in *Diario Oficial*, are: **effective Sept. 3, 1962**—501.99.98 thioglycolic acid and its mixtures, 590.99.99 ammonium thioglycolate, monoethanolamine thioglycolate and its mixtures; **effective Sept. 17, 1962**—718.01.00 autoclaves of any kind, 862.-00.05 illuminating lamps and reflectors for airfields, seaports, surgical operations or photographic studios, 880.00.13 sterilizing cabinets, other than pressure, for surgical instruments and hypodermic syringes.

FOREIGN CONTRACT AWARDS

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

HONG KONG—List of successful bidders for various government tenders available. List includes name and address of bidder, type of product, amount of contract. ★

PAKISTAN—Department of Investment Promotion and Supplies has issued circulars furnishing details on award of 9 contracts in tender series No. VA-2/ICA/400/63195. Copies of circulars available on loan. ★

Chile extends shipment, import clearance time

The time for shipment and import clearance of all goods into Chile has been extended to 150 days following the required import registration, the Central Bank of Chile has announced (circular 227 of September 29). Formerly, this period was 120 days (*Foreign Commerce Weekly*, May 28, 1962, p. 989).

In addition, prior deposits covering merchandise in the process of fabrication (made to order merchandise which is almost exclusively machinery) will be held for 120 days instead of 90 days as formerly (circular 229 of October 1).

These changes should be noted in U.S. Department of Commerce publication, Licensing and Exchange Controls in Chile, *World Trade Information Service*, part 2, No. 62-18, May 1962.

ITALIAN TONNAGE

On June 30, 1962, the Italian merchant marine comprised 3,877 vessels, for a total of 5,512,472 gross metric tons. In the first half of 1962 gross tonnage increased by 78,785 metric tons.

Germany extends import quotas for some meats

The Federal Republic of Germany has extended until November 30, 1962, the period of applying for import licenses for fatback and variety meats (pork and beef livers, pork kidneys) from the United States and Canada, the U.S. Embassy in Bonn reports. The size of the quotas has not been announced.

Detailed specifications are covered in articles entitled "Germany Extends Quota for Fatback Imports," *Foreign Commerce Weekly*, March 27, 1961, page 3, and "Germany Sets Import Quotas for Frozen Livers, Kidneys," April 24, 1961, page 23.

Sweden signs agreements with Liberia, Cameroon

Sweden has signed technical assistance agreements with Liberia and with the Cameroon Republic, the U.S. Embassy in Stockholm reports.

As part of the 5-year agreement with Liberia, a Swedish-Liberian vocational school with a capacity for 128 students will be started in the Nimba mining area in Liberia. Cost of the project is to be shared by the two countries.

Under the agreement with the Cameroon Republic, Sweden will send technical experts to the Republic and receive students from that country.

Ghana rescinds new rule on manufacturer's invoice

The Government of Ghana has rescinded, for an indefinite period, the requirement that importers submit a manufacturer's invoice with each application for foreign exchange (see INTERNATIONAL COMMERCE, Aug. 20, 1962, p. 31).

Elimination of the manufacturer's invoice means that the documentation in use before August 1, 1962, is again sufficient.

For additional information concerning Ghana's customs and shipping document requirements, see Commerce Department publication, Preparing Shipments to Ghana, *World Trade Information Service*, Part 2, No. 59-48.

COSTA RICA: SCRAP EXPORTS BAN

Costa Rica has prohibited all scrap metal exportation since September 25, the U.S. Embassy in San Jose reports.

PARTICIPATION INVITED

Turkish metalworking, fertilizer, chemical industries offer good potential for American concerns

Feasibility studies available to interested businessmen

The metalworking fertilizer and chemical industries in Turkey are areas of promise to American investors. Private industry participation in all 3 fields is welcome.

Reports on the possibilities for private investment in the 3 industries have just been made by Ford, Bacon & Davis, Inc., of New York City.

The firm had a team of 8 investigating experts in Turkey for 5 months under a contract with the Agency for International Development of the Department of State. AID contracted for the survey early this year as part of the program to enlist American private industry in overseas development projects.

The reports, which provide a guide to the growth of the Turkish economy, are available on loan to private business either from AID or from the Office of International Investment, Code 4-3540-1, Department of Commerce, Washington 25, D.C.

Each of the 3 reports is about 100 pages long and gives data on the industry, related industries, labor, legislation affecting production and investment, taxes, markets and potentials, and other data of interest to a possible investor.

Metalworking industry. In the report on the metalworking industry, the engineering firm stated in a covering letter to AID: "We found the investment climate of Turkey is a paradox of favorable and unfavorable factors. We learned that an investor, local or foreign, with some knowledge of the industry, willing to make proper investigations, and able to recruit competent managerial, supervisory, technical, and marketing personnel, can manufacture metal products at a profit."

The survey lists both favorable and unfavorable factors and then adds: "Furthermore, we found 2 aspects of special interest to non-Turkish investors: (1) Regardless of changes in Government, Turkey has a good record in honoring its commitments to foreigners, and (2) Turkish businessmen welcome western Europeans and Americans as partners, particularly when they take an active role in operating the business."

Fertilizer industry. Turkey's only fertilizer industry is a government fertilizer plant with a present annual production of 377,000 tons which falls far short of the nation's needs. Turkey could use an estimated 2 million tons annually by 1970.

Long-range prospects depend on the continued exploration and development of phosphate rock deposits and upon efforts of the Government to educate and provide financial assistance to farmers in the use of fertilizer.

The New York firm suggests that since there is no private fertilizer industry, a prospective investor should inquire thoroughly into the probable effects of Government regulations and should get assurance of long-range government cooperation. It adds, however, that "Government should be most favorably inclined toward a privately financed, economically feasible project, using locally available raw materials, which would manufacture vital fertilizer products."

Chemical industry. The survey team visited 60 chemical plants in Turkey and conducted a large number of interviews on various phases of the industry.

According to the report, "The chemical industry in Turkey may be said to be in the first stage of development, that is, using processes which extract, separate, refine, or upgrade raw materials. It is approaching the second stage, or production through chemical synthesis."

There still remains much to be done in the first stage, the report notes. Production facilities for soda ash should be provided, as well as expansion of facilities

JOINT VENTURE: This $25.6 million oil refinery is located near Izmit in northwestern Turkey. The Turkish Petroleum Corp. owns 51% of the stock, the California Texas Oil Corp., 49%. Designed for an annual production of 262,000 tons of oil, 100,000 tons of kerosene, and 200,000 tons of motor oil. The refinery began production late in 1961. (M. W. Kellogg Co.)

for sulfuric acid and chlor-alkali, since they are insufficient to meet demands.

The New York firm concluded that the pharmaceutical field should be particularly inviting to an interested American investor.

Recommendations also were made in such fields as benzene, petrochemicals, ethyl alcohol, chemical explosives and others.

Investment laws. Use of the survey reports, as well as further material on the investment laws of Turkey, can be obtained by writing to the Office of Regional Economics, Department of Commerce, Washington 25, D.C.

Potential for Tanganyika industry growth reported

A survey of industrial development possibilities in Tanganyika, East Africa, has recently been prepared for the Tanganyika Government by an American economic consultant firm, and financed by the Agency for International Development.

The report is a comprehensive analysis of present and potential industries. It will be of interest not only to prospective investors but also to U.S. exporters who wish general market research data.

A number of copies of this survey have been reprinted and published by the Tanganyika Government and are being provided to all U.S. Department of Commerce Field Offices.

American businessmen may obtain copies of the publication, on a loan basis, from their nearest Field Office or the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Indonesian investments

Investments by U.S. firms in Indonesia can be furthered by a novel marketing approach described in the article on page 6.

Readers are urged to study this article by J. A. Van Swearingen, the American Commercial Attache, Djakarta.

The first article on the subject was published in the July 16 issue of INTERNATIONAL COMMERCE on page 37.

Further information on production sharing in Indonesia is available from the United States Department of Commerce, Washington 25, D.C.

German companies in industrial, consumer manufacturing seek, offer licenses to U.S. firms

Product lines include processing and materials-handling equipment, construction machinery, foundation garments

Auto chemical accessories, polishing disks, food items, conveying systems, material-cooling devices also cited

Licenses are sought by 5 companies in Germany to manufacture processing and materials-handling equipment, construction machinery, foundation garments, automobile chemical accessories, textile polishing disks, and food products.

In addition, another firm offers a license to a U.S. firm for the production of conveying equipment and material-cooling devices.

• Manufacturer of industrial-process equipment wants a license to produce steel and stainless-steel-fabricated industrial-processing and materials-handling equipment for the chemical, metallurgical and construction-materials industries.

These products should have a unit value between $15,000 and $90,000.

Sales rights are sought for Germany and other European countries.

Interested U.S. firms may write to Hein, Lehman & Co., AG, Fichtenstr. 75, Düsseldorf, Germany.

• Producer of diesel locomotives for mines and other mining machinery seeks licensing arrangement to manufacture U.S. construction machinery of all types.

Write Ruhrthaler Maschinenfabrik Schwarz & Dyckerhoff K.G., Postfach 441, 433 Muelheim/Ruhr.

• A manufacturer of foundation garments wants a licensing agreement with an American firm to make girdles and brassieres.

Write GALA-Mierderfabrik E. H. Schanabel, P.O.B. 47, 732 Goeppingen/Wuerttemberg, Germany.

• License arrangement is sought to manufacture chemical automobile accessories, such as vulcanizing materials, polishes, cleaning agents and aerosol products.

Write Werner Sauer GmbH & Co. KG, Industriereg, Bensberg bei Koeln.

• A manufacturer of polishing disks and cleaning cloths seeks licensing rights to manufacture U.S. textile-polishing disks for use in the metal industry.

Write Westfaelische Wasch- und Sortierwerke Otto Oberem K.G., Düsseldorf.

• A manufacturer of various snacks seeks a licensing agreement with American firms to produce assorted nuts, corn curls and canapes.

Write Felix Knusperfrisch Produktionsgesellschaft mbH, 4 Maulwurfsweg, Dortmund-Hoechsten.

Licenses offered

• An engineering firm manufacturing various types of conveying systems for use in handling bulk material and hot bulk material seeks a U.S. licensee.

Licenses are also offered on material-cooling devices for iron and steel plants, cement works and mining companies.

Additional information is available from the Office of International Investment, Code 1038, U.S. Department of Commerce, Washington 25, D.C.

Amoco, Swiss company form joint oil marketing firm

American International Oil Company and Franz Haniel A.G., of Switzerland, have announced the establishment of a new petroleum company in Switzerland.

The new company, Haniel-Amoco A.G., will market petroleum products through service stations and commercial outlets in the Confederation of Switzerland.

Haniel-Amoco is jointly owned by Franz Haniel A.G. of Basel, Switzerland, and by Amoco International S.A., a subsidiary of American International Oil, which is the overseas operating affiliate of Standard Oil of Indiana.

Canvas goods manufacturer in Australia asks capital

An established Australian firm, specializing in the manufacture of canvas articles, seeks U.S. capital through a joint venture with or complete takeover by an American firm.

The company makes marquees, tents, awnings, window shades, tarpaulins and other canvas products.

Its plant occupies a 26,000-sq.-ft. area and there are about 45 on its staff.

Write S. Walder Pty., Ltd., 51-57 Holt St., Surry Hills, Sydney, Australia.

Industrial growth spelled out for Trinidad, Tobago

Development opportunities cited in diverse areas

Trinidad and Tobago would welcome new industries. Specifically, the industries sought would be based on indigenous raw materials, employ appreciable amounts of local labor and replace sizeable imports of certain commodities.

The August 27 issue of INTERNATIONAL COMMERCE carried several articles on this new country's bright prospects, pages 2-9.

A number of attractive industries for potential investors have been listed by the area's Industrial Development Corporation, a government-sponsored organization. These are:

Processing of agricultural products, garment industries, shoes, paper bags, synthetic fibers and resins, plastics, petrochemicals, bagasse products, ceramic tableware, electrical refrigerators, metal furniture, and hotels.

Additional information about the foregoing investment opportunities or other projects of interest to investors may be obtained by writing to the General Manager, Industrial Development Corp., 62 South Quay, Port of Spain, Trinidad, W.I.; cable address INDCORP.

Copies of "Notes on Some Industrial Investment Opportunities in Trinidad & Tobago," as well as reprints of the INTERNATIONAL COMMERCE articles may be obtained from the Office of International Investment, Department of Commerce, Washington 25, D.C.

Licenses asked by 11 French firms

Prefab building techniques; and production of U.S. industrial, electromechanical, electronic, pharmaceutical products sought

A number of French companies are seeking licensing agreements from American manufacturers in the general product categories that follow.

Industrial equipment

• A manufacturer of boilers, tanks, frameworks, and pipe seeks all types of equipment and material within its manufacturing capabilities—sheet iron works, small and medium-size boilerworks, mechanical welding and mechanical boilermaking.

Write to Chaudronnerie Marion, 20 rue du Lieutenant Quennehen, Vincennes (Seine).

• Firm engaged in the production of steel frame structures and heavy metal construction seeks related products with some originality in design or usage.

Ateliers de Constructions Metalliques des Ardennes Ets. Robert Culot et Cie. (A.C.M.A.), 4 rue Bara, Vouziers (Ardennes).

• Boilerworks manufacturer engaged for the most part in limited series production of items such as water boilers seeks rights on related products.

Soc. Metallurgique d'Auchel, Cauchy, (Pas-de-Calais).

• Equipment for the nuclear, petroleum, chemical, and aeronautical industries sought by a firm specializing in the manufacture of industrial equipment relating to the chemical, petrochemical, and nuclear industries.

Soc. d'Exploitation de Produits Industriels, 2-4 rue de Londres, Paris 9.

Electrical, electronic

• A manufacturer of precision electronic and electromechanical equipment for aircraft and industrial uses wants to produce equipment complementary to its present production.

Auxilec, 188 rue d'Estienne d'Orves, Colombes (Seine).

• Welding equipment manufacturer is interested in the series production of electromechanical equipment.

Francaise de Soudure, 112 rue de la Gare, Busigny, (Nord).

• An electronic manufacturer seeks licensing agreements with U.S. producers of electronic instruments, components, parts, and supplies for scientific, industrial, and commercial applications.

It is interested only in products, instruments or devices of entirely new designs, unknown at present in Europe.

Write to Techniques Modernes R. Guyot & Cie, 107 Route de Casseneuil, Villeneuve-sur-Lot (Lot - et - Garonne), France.

Prefab buildings

• A firm specializing in the production of prefabricated or ready-cut houses seeks a licensing agreement with an American company for new techniques or methods for the rapid in-shop production and construction of packaged buildings.

It is interested in dwellings for a family of 4 to 5 persons, motels, garages, and other structures of similar size.

Write SILAC (Soc. Industrielle Landaise de Construction), Rue du Chemin-Fleuri, Mont-de-Marsan (Landes), France.

Pharmaceutical products

• Manufacturing rights for prescription-type pharmaceutical specialties sought by producer of pharmaceutical specialties and sterile vials for all types of medicines.

Laboratoires Pharmaceutiques Corbiere, S.A.R.L., 27 rue des Renaudes, Paris 17e.

• Pharmaceutical specialties of various types are sought by a manufacturer of such products.

Laboratoires Famel, S.A., 16-22 rue des Orteaux, Paris 20.

• Pharmaceutical specialties firm seeks to manufacture medicinal products of various types. Laboratoires Joseph Laroze, S.A., 56 rue de Paris, Charenton (Seine).

U.K. engineering product firm seeks U.S. license

A U.K. manufacturing complex wants to increase its product line.

Its production includes municipal vehicle equipment, trailers, and semitrailers, pressure vehicles, and oil burners.

The firm has capacity available in the following divisions: Municipal vehicle equipment, wheeled vehicle equipment, drop forge, fabrication, and heaters. It is interested in proposals for new products in these categories to augment its product range.

Write to J. Brockhouse & Co., Ltd., Victoria Works, West Bromwich, Staffs., England.

Liberia considers television service

Preliminary transmission in Monrovia area set for late '63

Liberian authorities want to have television service in operation in Monrovia and the surrounding area by January 1964. Tentatively, this requires preliminary service about the end of November 1963 to provide a brief testing period before the inaugural date.

Qualified American companies should find this proposal interesting and are assured a cordial welcome to the country.

Prompt action is essential. Companies in other countries are actively interested and are considering the submission of proposals, reports indicate.

Liberia's present radio service is operating profitably and advertising revenues are increasing.

Incentives that may be obtainable for the establishment of TV services include: Staff housing, transportation, and studio and office facilities for a 5-year period; and exemptions from taxation and exclusive rights for commercial advertising for a 10-year period.

It is anticipated that TV will be used for government education and other special programs. These plans would necessitate financial arrangements to compensate operators in either of 2 ways: (1) By sharing initial costs and anticipated operating losses in the early years of the service or (2) by paying for the programming on a time-used basis.

Qualified and interested American companies are urged to immediately contact the Office of International Investment, Code 1-4833-1, Department of Commerce, Washington 25, D.C.

Product licenses sought in Australia

Roadbuilding and air-purifying equipment, store fixtures, metal products, casters, radiant-heating devices wanted by 4 concerns

Four Australian companies are interested in manufacturing the following U.S. products under license: store fixtures, tubular metal items, casters, roadbuilding equipment, radiant-heating devices and air-purifying equipment.

• One manufacturer is interested in obtaining licenses from American firms to produce varied products.

It wants to make sheetmetal or aluminum store fixtures and display cases suitable for department stores and supermarkets, tubular metal products such as chairs and playground equipment or other products requiring the use of aluminum or steel tubing, and casters.

Write Norlin Products Pty., Ltd., 28032 Exceller Ave., Bankstown, New South Wales.

• A firm of manufacturing engineers seeks a licensing agreement to manufacture U.S. roadmaking equipment. It is interested in diesel-powered rollers, vibrating-type rollers—both self-propelled and drawn—and rubber tire rollers.

Write Evans Anderson Phelan (Pty.) Ltd., Holman St., Kangaroo Point, Brisbane, Queensland, Australia.

• A manufacturer of radiant-heating panels seeks information on new developments in radiant-heating devices and installations and a license to manufacture such items.

Write Radiant Heat (Australia) Pty., Ltd., 4 Macleay St., Potts Point, Sydney, New South Wales.

• A manufacturer of air-handling equipment seeks a licensing agreement from American firms to manufacture similar equipment.

The firm wants to produce air-pollution-control equipment, including electrostatic precipitators, wet-type air scrubbers and centrifugal air separators.

Write Centriflo Pty., Ltd., 2 General Holmes Dr., Brighton-le-Sands, Sydney, New South Wales.

DOLE BUYS ITALIAN FIRM

The Dole Corporation of San José, California has acquired a 70% interest in Italinvest, Lendinara, a recently created corporation for the processing and distribution of foodstuffs.

FEED GRAIN EXPORTS JUMP

U.S. feed grain exports totaled 2.5 million metric tons for July-August 1962 compared with 1.4 million tons for the similar period a year earlier.

Israel electronic field supplies investor leads

Research survey gives specific recommendations; exports planned

A recent comprehensive survey by the Stanford Research Institute of California points up areas of potential expansion for the electronics industry in Israel.

The electronics industry has been recommended for national support. Compared to other industries, it is thought that electronics production would call for low-cost capital investments, have excellent capital-turnover ratios and a generally high mark-up potential.

Israel has trained engineers and technicians that could serve as an adequate labor force.

Product lines given

Recommendations for product lines include test and measuring equipment, teaching devices, educational kits, special-purpose communications and high-fidelity equipment and printed circuitry. A high percentage of production in this field could be devoted to exports.

Additional information on Israel's electronics industry and laws and regulations can be obtained by writing to the Government of Israel Investment Authority, 850 Third Ave., New York 22, N.Y.

Copies of "A Study of the Potential for Development of an Electronics Industry in Israel" are available on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C.

British manufacturer asks more engineering products

A mechanical engineering company seeks a license from a U.S. firm to manufacture engineering products.

It produces textile, drying and sugar-refining machinery.

Plant includes lathes from a 13-inch swing to a 7-foot-diameter face plate, and facilities for planing, milling, drilling and welding.

Write to Knowles & Co. (Engineers) Ltd., Globe Works, Toller Land, Bradford 8, Yorkshire, England.

Greece wants teaching tools, soil-testing apparatus

The Greek Ministry of Agriculture is inviting tenders for a variety of soil-testing instruments and apparatus including apparatus for determining moisture loss and retained moisture, spectrophotometer, pH meters, nuclear instrument type of density and specific gravity measuring device, and miscellaneous laboratory apparatus.

Bid deadline is Dec. 14; correspondence should indicate ref. 318003/23042, inv. to tender C/691/62.

The Greek Ministry of Commerce is requesting bids for 200 sets of educational instruments for teaching physics in secondary schools, each set 18 items including volumetric laboratory ware, metronome, dynamometer, densimeter, thermometer, optical lenses, and electrolysis apparatus.

Bid deadline is Dec. 10; correspondence should cite ref. 317333/22676, inv. to tender C/672.

Bids should be submitted to Ministry of Trade, Direction General of Procurements, Direction C' State Purchases, Sec. D, Office II, 50 Socratous St., Athens—where bid forms may be obtained.

Tender notice copies are available for review in the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone WO 7-2775).

Pakistan to call for bids for thermal power station

The Water & Power Development Authority, West Pakistan, plans to call for bids for supply, delivery, and erection of the electric transmission and distribution system for the 15,000 kw. Quetta thermal power station at Sheikh Manda, 4 miles north of Quetta, West Pakistan.

Bid documents are expected to be released in late November through the consulting engineers, Kuljian Corp., Philadelphia.

The proposed work consists of about 30 miles of 3 ph. 66 kv. transmission, using steel towers; 60 miles of 3 ph. 11 kv. distribution, using steel towers with wood poles as an alternate; and erection only of 4 substations—Quetta powerplant, 30,000 kv.-a.; Quetta municipality, 15,000/18,750 kv.-a.; coal mine, 7,500/9,375 kv.-a.; irrigation 2,500/3,125 kv.-a.

Specifications will be available after Nov. 30 for review or may be obtained (deposit $50) from the Kuljian Corp., 1200 North Broad St., Philadelphia 21 (Attention: George W. Bond, Purchasing Agent).

The project is receiving financial assistance from AID, Washington 25, D.C.

Water pipeline tenders requested for Turkey

Bids are being invited by the Istanbul Water Administration for construction under the Bosphorous of a water pipeline that calls for laying a 600 mm. diameter (24 in. OD) steel pipe across the Istanbul Straits between Baltalimani on the European side and Kanlica on the Asiatic side.

Total length of the line will be about 1,450 meters, 1,200 under water and 250 on land.

Offers should reach the Secretariat of the Managers Council, Istanbul Sular Induresi (Istanbul Water Supply Administration), Fransiz Cikmazi, Istiklal Caddesi, Beyoglu, Istanbul, by 2 p.m. Jan. 15.

Award of the contract will be determined by length of time specified for completion of the project, amount of foreign exchange required, and terms of credit.

A copy of the specifications and drawings, in Turkish with unofficial English translation, is available on loan from Trade Opportunities Staff, BDSA 111, Department of Commerce, Washington 25, D.C.

Uruguay extends bid date on gas bottling plant

Uruguay has announced that bid deadline for supply of equipment and materials for construction of a liquid petroleum gas bottling plant has been extended from Oct. 23 to 4 p.m. Nov. 13.

Bids will be received at Edificio ANCAP, Paysandu y Avada. Agraciada, Montevideo.

Bid forms and specifications may be obtained from the Embassy of Uruguay, 2362 Mass. Ave., NW., Washington 8, D.C., specifications also available for examination in Building Materials and Construction Industries Division, Room 4002, Department of Commerce, Washington 25, D.C.

Chile invites tenders for freight car springs

Worldwide tenders for sealed bids are being requested by the Chilean State Railways for 10,500 single and double helical, also semielliptical freight car springs to fit cars of 20- to 40-ton capacity.

Specifications and drawings, in Spanish, may be obtained from Juan E. Knockaert Pena, Jefe Servicio Adquisiciones, Depto. Materiales Y Almacenes, Ferrocarriles del Estado, Casilla 4742-Correo 2, Santiago de Chile.

The closing date is Nov. 30.

A copy of the specifications without drawings may be reviewed in the Transportation Equipment Division, BDSA, Room 4212, Department of Commerce, Washington 25, D.C.

Spain requests offers for power equipment

A leading Spanish electric power concern wants offers from U.S. firms for supply and installation of machinery and equipment for a thermo-generating plant to be built in the port of La Coruna.

The machinery and equipment, at an estimated cost of over $6 million, is intended to provide two installations with a capacity of 66,000 kw. each.

The work also includes supply and installation of 132 kw. lines to a general distribution network already in operation.

Interested firms are requested to contact Fuerzas Electricas del Noroeste, S.A. (FENOSA), Aptdo. 15, La Coruna, for details.

Greece asks incubators, bee comb foundations

The Greek Government has requested bids on 5 incubators and apparatus and also 540,000 single-ply bee comb foundations. Bid deadline for the incubators is Nov. 26, under tender C/681; bid deadline for the bee comb foundations is Nov. 22, under tender 1712.

Specifications may be obtained from the ACME Division, BDSA, Room 4109, U.S. Department of Commerce, Washington 25, D.C.

Greece asks bids, extends deadlines on radio equipment

The Supply Department, Hellenic Telecommunications Organization, Ltd. (OTE), Athens, has issued a call for bids for supply and installation of equipment for radio propagation measurements in the troposphere.

The equipment, estimated cost about $50,000, includes one transmitting set and one receiving set operating in the 740-960 mc. frequency band and a second transmitter with corresponding receiver for use at 1,800-2,200 mc.

Accessories include antenna systems, automatic recording devices, power supplies, and air blower systems.

Deadline for call bid 6092 is 12 noon Nov. 30.

Bidding instructions and detailed specifications may be reviewed in Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

OTE also has extended bid deadline for supply and installation of a radio relay system between Patras and Michalakades in western Greece from Oct. 30 to Dec. 5. (INTERNATIONAL COMMERCE, Sept. 9, p. 15; Oct. 15, p. 11.) U.S. firms are participating under bid request 6077, limited to AID procurement.

Bid deadline for installation of a microwave radio link from Darditsa through Astros to Argos, as an extension of the existing link between Athens and Darditsa, has been extended from Nov. 9 to Dec. 7 (INTERNATIONAL COMMERCE, Oct. 15, p. 36. Bid 5957.)

Ceylonese paper mill firm wants offers on soda ash

A paper mill corporation is requesting immediate offers from U.S. firms for supply of 1,000 long tons of soda ash suitable for preparation of sodium sulfite cooking liquor for straw-paper pulp manufacture at Valaichchenai, Ceylon.

The soda ash, in new jute bags, is to be delivered in 100-ton lots at the rate of one lot monthly from November 1962 through August 1963.

Samples for test purposes and analytical reports on quality specifications should accompany the offer.

Tenders should be c.i.f. Colombo, and c.i.f. Trincomalee and ex-paper factory siding, Valaichchenai, priced in pound sterling or Ceylon currency per long ton.

All correspondence, reports, and related material should be in duplicate.

Interested firms may obtain additional information in Room 4414, Department of Commerce, Washington 25, D.C., or by contacting the Chairman, Eastern Paper Mills Corp., P.O. Box 1367, Colombo 7.

Sudan invites tenders for radio range equipment

Republic of the Sudan, Ministry of Communications, Department of Posts & Telegraphs (Light Industrial Area, Khartoum South) is inviting bids for supply and installation of VHF omnidirectional radio range equipment at Juba.

The equipment will operate at 200 w., 230 v., 50 c., in frequency band 112-19 mc. to specifications contained in I.C.A.O. aeronautical telecommunications, 6th ed., October 1960, annex 10, pt. 1, pars. 3-4.

Bid deadline under tender notice P&T/STORES/15-6-3 (contract 115) is noon Dec. 3.

Tender documents, specifications, and instructions may be reviewed in Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Construction planned for 3 dams in Tunisia

The Government of Tunisia has invited contractors to submit prequalification data for construction of three dams in the Tunis, Maktar, and Grombalia areas, estimated cost of each project $1.7 million with AID and direct Tunisian Government financing under consideration.

Prequalification documents should be submitted before Nov. 20 for two of the dams and Dec. 15 for the third.

Information on the qualification data to be submitted, address of the Tunisian agency concerned, and a brief description of each dam may be obtained from the Commodity Export Promotion Staff, BDSA 111, Room 4018, Department of Commerce, Washington 25, D.C.

Transformers and meters requested by Costa Rica

The Instituto Costarricense de Electricidad, San José, Costa Rica, requests bids for transformers and meters covered by tender 769. Bid deadline is Nov. 19.

Description of the required material (in Spanish) is available for review or loan at the Power and Electrical Equipment Division, BDSA, Room 4217, U.S. Department of Commerce, Washington 25, D.C.

Greece requests tenders for refrigerating plant

Greece has announced tenders for procurement and installation of mechanical equipment in a refrigerating and icemaking plant in Thessaloniki.

Bids are open to cooperating Greek-foreign concerns and must be deposited in the presence of a committee at the Agriculture Cooperative Personnel Pension & Relief Organization Funds (TAYSO), Menandrou St., Athens.

The refrigerated store space will be in 2 main buildings containing a total refrigerated volume of about 13,000 cu. m.

Forty rooms will store or precool fish, eggs, fruits, and cheese; and ice storage capacity will be 16,000 cu. ft. with 36,000 kg. introduced per day.

A guarantee of 100,000 drachmae must be posted.

Copies of tender forms may be obtained from TAYSO and of diagrams and blueprints from FAST (S. N. Mitsialis) photocopy laboratory, 11 Kolokotroni St., Athens.

Specifications are available on a short loan basis from the General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-5589).

India extends bid date for diamond drills

India has extended bid deadline from Nov. 9 to 28 for AX capacity skid-mounted diamond drills with mud flush pumping sets (ref. D/ENQ/557) required by the Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. (INTERNATIONAL COMMERCE, Oct. 15, p. 40.)

Tender documents are available from the India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., at $2.10 each, not refundable.

Pakistan extends bid date for distribution transformer

The bid deadline for supply of a distribution transformer in Karachi, tender 21-10/62/447, has been extended from Sept. 22 to Nov. 13. (INTERNATIONAL COMMERCE, Sept. 10, p. 20.)

Additional information on this tender is available for review or loan from Power & Electrical Equipment Division, BDSA, Room 4217, Department of Commerce, Washington 25, D.C.

Greece requests variety of electrical equipment

The Public Power Corp. of Athens, Greece, has invited bids for the following equipment:

A total of 1,415 three-phase distribution transformers from 25 to 500 kv.-a. outdoor type under tender DMKD, with estimated value of $1 million; bid deadline is Nov. 16.

Outdoor 3-phase voltage regulators, under tender DMKD-252, estimated value $14,000; bid deadline is Nov. 23.

Substation equipment including circuit breakers, air break switches, disconnecting switches, insulators lightning arresters and transformers, covered by tender DMPM/149, estimated value $750,000; bid deadline is Nov. 16.

Four thousand 22 kv. pin-type insulators and 500 sets of 22 kv. tension insulators (estimated $40,000) covered by tender PAP/625; bid deadline is Nov. 28.

Ninety pieces of various switchboards, switchgear and circuit breakers under tender PAP/612, estimated cost $222,000; bid deadline is Dec. 1.

Total of 375 pieces of street lighting fittings with operating apparatus suitable for 250 watt high pressure mercury lamps and 400 mercury lamps of 250 watts; bid deadline is Nov. 27.

Specifications for the above equipment are available for review or loan at the Power and Electrical Equipment Division, BDSA, Room 4217, U.S. Department of Commerce, Washington 25, D.C.

Australia invites bids for switchgear equipment

The State Electricity Commission of Victoria, Australia, has invited bids on 220-kv. switches including assembly and testing at the site, under tender 62-63/126. Bid deadline is Nov. 26.

Specifications are available for review or loan at the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Venezuelan dam, plant ready for U.S. bids

The Corporacion Venezolana de Guayana, a Venezuelan Government autonomous institution, has announced that qualified companies interested in submitting bids on construction of the Guri dam and hydroelectric plant to be built on the Caroni River should submit full data about their company by Nov. 30.

Qualified companies will be selected and made eligible to submit bids when the contract is ready to be offered.

The concrete dam will have a maximum height of 104 meters, and the hydroelectric plant will consist initially of two groups of turbogenerators of 185,000 kv.-a. each.

Interested U.S. firms may obtain information on the qualification data to be submitted and the address of the Venezuelan agency from Trade Opportunities Staff, BDSA 111, Department of Commerce, Washington 25, D.C.

Bids invited in Australia for power line equipment

The State Electricity Commission of Victoria, Australia, requests bids on power line carrier communication equipment for 22.8 miles over a 220,000 volt transmission line, covered by tender 62-63/132. Bid deadline is Nov. 12.

Specifications are available for review or loan at the Power and Electrical Equipment Division, BDSA, Room 4217, U.S. Department of Commerce, Washington 25, D.C.

Bids requested by Ceylon for 3 diesel generators

Ceylon has requested bids for 3 diesel engine generators, 8 kw., 400/416 v., 3-phase, 50-cycle, 4-wire and accessories. Bid deadline is Nov. 22.

Specifications are available for review or loan at the Power and Electrical Equipment Division, BDSA, Room 4217, U.S. Department of Commerce, Washington 25, D.C.

El Salvador Government requests fiscal stamps

The Government of El Salvador is inviting bids on 12.2 million fiscal stamps, 50 by 22 millimeters in size, in 9 different denominations and colors.

Tenders will be opened Dec. 5.

Specifications in Spanish are available on loan to firms located in the U.S. from the Printing and Publishing Industries Division, BDSA, U.S. Department of Commerce, Washington 25, D.C.

U.S. MEATS DOMINATE

The U.S. supplied 94% ($1.6 million worth) of Guatemala's total imports of meats, lard, and tallow in 1961.

Rice mill machinery bids requested in Costa Rica

Costa Rica is inviting bids for a rice mill, complete, compact, and with maximum automation.

The machinery desired includes individual motors, and weighing, classifying, hulling, cleaning, whitening, and polishing equipment to handle 4,000-4,600 kg. of paddy rice an hour.

Bid deadline is Dec. 10, with favorable financing desired.

The mill is to be installed in an existing building, plans for which are available for $1.50 a copy from the Consejo Nacional de Produccion (National Production Council) of the Government of Costa Rica, San José.

Copies, in Spanish, of the tender notice are available on a short loan basis from General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-5589).

Bids requested in Syria for power substation

The Damascus Electric Co. requests bids for an electric power substation with a power of 18 mv.-a. Bid deadline is Dec. 8.

Specifications are available at $26.25 from the Damascus Electric Co., Damascus, Syria. A temporary deposit of approximately $6,000 must accompany bids.

India steel mill documents available for review

Tender documents, including specifications, covering the machinery and equipment to be installed in the proposed alloy steel mill at Durgapur, are now available for review in Room 4016, Main Commerce Building, Washington 25, D.C.

The bid deadline has been extended to Nov. 15. (INTERNATIONAL COMMERCE, July 9, p. 22.)

ITALIAN AUTO IMPORTS

January-July imports of motor vehicles into Italy totaled 66,029 units, as compared with 26,982 units in the first seven months of 1961. Imports of parts were 31,378 metric tons, against 23,645 tons in the first 7 months of last year.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, BDSA, U.S. Department of Commerce, Washington 25, D.C., Room 4016, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, U.S. Department of Commerce. NCIA following indicates no commercial information available.**

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

019 Miscellaneous Commercial Farm Products

Italy

Oil seeds, such as soybean, rapeseed, poppy and others. Samor, SpA (oil refinery), Casalpusterlengo (Milan). WTD 9/7/62.

Oil seeds, such as linseeds, rapeseeds, peanuts, soybeans, sunflower seeds. Oleificio Bestetti (oil refinery), Via Mameli 4, Casatenovo (Como). WTD 9/7/62.

Oil seeds. Oleificio del Garda (oil refinery), Viale Liberta 161, Monza (Milan). WTD 9/7/62.

121 Bituminous Coal

Greece

● Railway steam coal, 24,000 metric tons. Tender B/694. Bid deadline Nov. 16. Ministry of Commerce State Purchase Directorate B', Procurement Committee, 50 Socratous St., Athens.★ (WO 7-5440.)

200 Food

Bolivia

Canned foods and provisions. Direct purchase and agency. Compañia Agencias Unidas, Ltda. (importer, wholesaler, sales agent), 1424 Avenida Camacho, La Paz. WTD 9/18/62.

Ceylon

Milk foods, baby foods, canned meats, canned fish. Millers, Ltd. (importing distributor), P.O. Box 100, Colombo. WTD 10/15/62.

Italy

Canned food, alcoholic beverages; requests replies in Italian or French. Direct purchase an agency. Ditta Comm. Augusto Sposetti (importer, wholesaler, retailer, sales and indent agent), 10 Darsena Sezione S, Genoa. WTD 8/24/62.

204 Grain Mill Products

Malaya

Pig and poultry feeds. Lean Hoe Seng Co., Ltd. (importer, wholesaler, retailer), 58 Prangin Rd., Penang.

209 Miscellaneous Foods

Italy

Seed oils, such linseed and soybean oils. Oleificio del Garda (oil refinery), Viale Liberta 161, Monza (Milan). WTD 9/7/62.

Ivory Coast

Cooked soybean oil cake for mixture with peanut oil cake as a livestock diet supplement; 3 tons as sample for testing; requests replies in French. Service d'Agriculture (Government agency). Direction de l'Elevage, B. P. 1358, Abidjan.

Pakistan

Tallow: mutton, white collar and yellow. Sakhi Arab Overseas Corp. (manufacturer's agent, importing distributor, business and engineering consultant), 4-B Shahalam Market, Lahore. WTD 10/2/62.

210 Tobacco Manufactures

Portugal

Cigarettes, pipe tobacco. Direct purchase and agency. Caius Alves de Sousa (importer, wholesaler, retailer, commission merchant), 111 Rua Cha, Oporto. WTD 10/4/62.

220 Textile Mill Products

Germany

Fabrics for men's shirts and pajamas. Direct purchase and agency. Viktor Ackel (manufacturer, wholesaler, exporter, agent), 74 Tuebingen/Neckar, P.O. Box 145. WTD 10/11/62.

Italy

Artificial fibers and fabrics made with artificial fibers. Italex, Srl (manufacturer's agent), Corso di Porta Romana 87/89, Milan. WTD 9/7/62.

Fabrics for shirts. Angelo & Oscar Cagli (manufacturer), Via Ungarelli, 13, Rome. WTD 10/15/62.

Rhodesia, Nyasaland

Inexpensive piece goods for men's clothing. L. Ferera (Pvt.), Ltd. (wholesaler, manufacturer), P.O. Box 1998, Salisbury, Southern Rhodesia. WTD 10/5/62.

South Africa

Cotton, rayon and other synthetic fiber fabrics; price quotations c.i.f. in South African rands (1 rand=$1.41). Carol Dress Productions (Pty.), Ltd. (manufacturer), Roodebloom Rd., Woodstock, Cape Town.

Sweden

Cotton sheetings; synthetic and artificial fabrics; requests samples and replies from manufacturers only. Folke Osterholm (manufacturer's agent), Lilla Nygatan 21, Stockholm C. WTD 5/9/62.

Synthetic fabrics; synthetic fabrics for corset industry; requests samples and replies from manufacturers only. Theodor Furth AB (manufacturer's agent, wholesaler), Kungsgatan 31, Stockholm C. WTD 5/17/62.

221 Broad Woven Fabric Mills, Cotton

Italy

Nets for protection against hail and for darkening green houses. Concioli A. & C. (importing distributor), Via Porpora 93, Milan. WTD 9/25/62.

Cotton fabrics, bleached, flannels, drills. Elia Mimun (importing distributor), Via Meravigli 16, Milan. WTD 9/12/62.

229 Miscellaneous Textile Goods

Italy

Artificial leather. Italex, S.r.l. (importing distributor), Corso di Porta Romana 87/89, Milan. WTD 9/7/62.

230 Apparel

Italy

Raincoats, garments for men, women, and children; overalls, work pants, protective gloves. Direct purchase and agency. Rinaldo Delle Piane (importer, agent, wholesaler, manufacturer), 40 Via Martiri della Liberta, Genova-Pegli.

Nigeria

Ladies' blouses, shirts, sweaters, pullovers, brassieres; ladies' and men's underwear, men's suits of wool and wool/synthetics. Direct purchase and agency. Mbaise Youths Fancy Stores (importer, retailer, wholesaler), 162 Clifford St., P.O. Box 363, Yaba, Lagos. WTD 8/30/62.

South Africa

Infants' apparel. Children's World (Pty.), Ltd. (importing distributor), 16 Sir Lowry Rd., Cape Town. WTD 10/15/62.

234 Women's, Misses', Children's, Infants' Undergarments

Sweden

Ladies' underwear of synthetic fabrics and of cotton fabrics, not fancy styles;

requests replies from manufacturers only. Theodore Furth AB (manufacturer's agent, wholesaler), Kungsgaten 31, Stockholm C. WTD 5/17/62.

239 Miscellaneous Fabricated Textile Products

Australia

Tablecloths, napkins, sheets, table centers, blankets, lap rugs; particularly gift items. Direct purchase and agency. Bevilles (retailer, wholesaler, importer, manufacturer's agent), 162 Pitt St., or Box 60, G.P.O., Sydney, WTD 12/5/61.

Nigeria

Household furnishings such as woolen blankets, woolen/cotton blankets sheets, pillow cases, pillows and mattresses. Direct purchase and agency. Mbaise Youths Fancy Stores (importer, retailer, wholesaler), 162 Clifford St., P.O. Box 363, Yaba, Lagos. WTD 8/30/62.

Norway

Window curtains of synthetic fabrics, jacquard woven (not flocked). A/S Koss (importing distributor, wholesaler), 43 Akersgaten, Oslo. WTD 10/9/62.

Sweden

Cotton sheets in sizes 104" x 64"; cotton pillow cases made to order; requests samples and replies from manufacturers only. Theodor Furth AB (manufacturer's agent, wholesaler), Kungsgatan 31, Stockholm C. WTD 5/17/62.

242 Sawmill, Planing Mill Products

France

Douglas fir, pitch pine, hemlock, and hickory. Edgar Roth, Ets. Edgar Roth (wholesale importer, exporter), 3 rue d'Alger, Strasbourg-Port-du-Rhin.

Hemlock and Douglas fir. Robert Roos, Ets. Roos (wholesaler, importer, exporter, saw mill operator), Haguenau, Bas-Rhin.

Douglas fir, hemlock and Western Red Cedar. Marcel Heimendinger, Gottweis & Heimendinger (wholesaler, exporter, importer) 5 rue de Koenigshoffen, Strasbourg.

Sized Douglas fir and hemlock. Charles Knecht, Ets. Knecht (importer, wholesaler), 177 rue Vanban, Mulhouse, Haut-Rhin.

India

Douglas fir, 100 tons, 50% select, 50% Number 1, 24' and up x 12" and up x 12" and up; requests price quotations and catalogues. Chief Stores Officer, Garden Reach Workshops Pvt., Ltd. (ship builder), 43-46 Garden Reach, Calcutta 24. WTD 1/17/61.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

France

Plywood and panel wood. Charles Knecht, Ets. Knecht (importer, wholesaler), 177 rue Vanban, Mulhouse, Haut-Rhin.

262 Paper Mill Products

Germany

Plastic coated papers and cardboards, flexible and plastic cardboards, paper stock for bookkeeping books. Edler & Krische (manufacturer), Kestnerstr. 42, Hannover.

264 Converted Paper, Paperboard Products

Nigeria

Stationery. Direct purchase and agency. Imota Stationery Supply Stores (stationer), 14 Joseph St., Lagos. WTD 8/3/62.

South Africa

Silk screen hand cut stencils for printing industry; in rolls of 40" x 150" and 40" x 300". Winstones (South Africa), (Pty.), Ltd. (manufacturer), P.O. Box 97, Parow, C.P. WTD 5/2/60.

280 Chemicals, Allied Products

Germany

Chemical automobile accessories, such as vulcanizing material, automobile polishes, cleaning agents, and aerosol products; requests replies in German. Werner Sauer GmbH & Co. KG (manufacturer, wholesaler), Industrieweg, Bensberg bei Koeln. WTD 10/9/62.

281 Industrial Chemicals

India

■ Caustic soda, solid technical with specifications sodium hydroxide (NaoH) content, percent by weight, min. 96.0; sodium carbonate (Na_2Co_3) content, percent by weight, max. 2.5; total chlorides and sulphates as sodium chloride (Nacl) and sodium sulphate (Na_2So_4), percent by weight, max. 2.5; matter insoluble in water, percent by weight, max. 0.2. Material should be packed in new steel drums of uniform size and capacity. Drums must be strong enough to stand all sorts of transit. Price should be quoted on basis f.a.s. port of exit and c. and f./c.i.f. Indian ports. Loan 217; U.S. source. Bid deadline Nov. 23. The State Trading Corp. of India, Ltd., Express Bldg., Mathura Rd., P.O. Box 79, New Delhi 1. Cable: ESTICI, New Delhi.

Italy

Orthoxylene, chemical products. Hulls & Capelli (importing distributor), Via Lazzaroni 4, Milan. WTD 9/24/62.

Sodium perborate, lithopone, barium sulphate, zinc oxide, red lead, titanium oxide, micronized mica. Societa Italo Belga (manufacturer's agent), Via Ausonio 15, Milan. WTD 9/25/62.

Pakistan

■ Coaltar dyes. Loan 53; U.S. source. IL#216777. Credit amount, $9,912. Bid deadline Nov. 26. Habib Textile Mills, Ltd., A/20, S.I.T.E. Manghopir Rd., Karachi, where interested suppliers are instructed to write for further information. ★

■ Chemically reactive dyes. Loan 53; U.S. source. IL#229398. Credit amount, $10,799. Bid deadline Nov. 20. Mohamed Ismail Dinmohamed & Co., 46/B New Cloth Market, Bunder Rd., Karachi. ★

■ Chemically reactive dyes, IL#229235, credit amount $20,790; sodium alginate lissapol N & D, waxol PA, appretan EMC, cirranine HCS, mercerol QW, hydrogen peroxide, acrololl W. paste, leucophore A, caustic soda solid, cassoper GL/solidegal GL, acramine FWR powder, cassurit, RI, phorwhite BBU extra powder. IL#229233. Credit amount $6,300. Loan 53; U.S. source. Bid deadline Nov. 20. Husein Textile Mills, Ltd., Habib Square, Bunder Rd., Karachi 2. Cable: COMMODITY. ★

■ Chemically reactive dyes. Loan 53; U.S. source. IL#211688. Credit amount $14,553. Bid deadline Nov. 20. Bawany Violin Textile Mills, Ltd., Habib Square, Bunder Rd., Karachi 2. ★

■ Coaltar dyes. Loan 53; U.S. source. IL#216735. Credit amount, $11,340. Bid deadline Nov. 27. Muhanned Ahned & Bros., 58, Lamshmi Bldg., Bunder Rd., Karachi 2. Cable: MABROKAR, Karachi. ★

Rhodesia, Nyasaland

Caustic soda, approximately 300 tons annually. United Soap & Chemical Works (Pvt.), Ltd. (manufacturer), P.O. Box 873, Bulawayo, Southern Rhodesia. WTD 10/16/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Argentina

Unprocessed synthetic fibers, including nylon title 70/2, 20 filaments; approximately 5 metric tons monthly. Himalaya Roccatagliata Hnos. y Cia. S.A.I. y C. (manufacturer), Juan B. Primoli 7469, Buenos Aires.

Pakistan

■ Plastic and acetate sheets, 10/1000" and above, thickness 4mm. and 6mm., size 24" x 54"; thermoplastic moulding compound. Loan 53; U.S. source. IL# 229149. Credit amount $12.600. Bid deadline Nov. 20. Eastern Optical Industries, C-42, Estate Ave., Karachi 28.

■ Thermoplastic molding compound, polythene. Loan 53; U.S. source. IL# 225959. Credit amount, $15,625. Bid deadline Nov. 23. Churigar Plastic Industries, 20 Quettawala Bldg., Marriot Rd., Karachi. Cable: CHURICO.

South Africa

Plastics materials for manufacture of women's and men's belts and fancy artificial leather goods. Jensen Belts (Ptv.), Ltd. (manufacturer), 18 Newmarket St., Cape Town.

283 Drugs

Ceylon

● Codeine compound, B.P., 3 million tablets, each containing 8 mg. codeine phosphate, 250 mg. each of phenacetin and acetylsalicylic acid; ferrous sulfate, exsiccated, 75 million tablets, each containing 3 grains (200 mg.) dried ferrous sulfate. Ref. 193/105 (pt. vii). Bid deadline Dec. 28. Government of Ceylon, Department of Health, Ministry of Health, P.O. Box 500, Colombo, Ceylon. Copies of tender schedule available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C. ★ (WO 7-2239.)

● Intravenous solutions, such as darrous solution, dextrose; dextrose ampoules. Bid deadline Jan. 1, 1963. Copy of tender available from Chairman, Tender Board, Ministry of Health, P.O. Box 500, Colombo. ★ (WO 7-2239.)

Italy

Vitamins and antibiotics for veterinary use. CHEZOO—Chemical Zoofeeding, Srl (manufacturer's agent), Via Monte Asolone 6, Milan. WTD 6/27/62.

New Zealand

● Chlorpromazine hydrochloride tablets 100 mg., 450,000 tablets. Tender 1962/135. Bid deadline Nov. 16. Director General of Health Dept., P.O. Box 5013, Wellington. ★ (WO 7-2239.)

Pakistan

■ Milk of magnesia; tricreamalate gel; antiphologiston trial, about 5 oz., vidaylin 90 m. l., b. g. phos. 8 oz., hypobeta-20 10cc; procasenol 200 gms.; delmor powder 8 oz., sulphur bitter 10½ oz., peacock bromide 8 oz., aletris cordial; dayamineral film

tablets of 15's, vi-daylin M 90 m. l., cecon solution 10 m. l., combex 10cc; citralka liquid 8 oz.; benadryl elixir 4 oz., chromycetin palmitate 60cc. Loan 53; U.S. source. IL#259885. Credit amount $48,000. Bid deadline Nov. 23. Digambori Pharmacy, J. M. Avenue, Chittagong, E.

■ Phenol pharmeldehyde moulding powder, electric brown color easy flow, grade general purpose; urea pharmeldehyde moulding powder; melamine pharmeldehyde moulding powder; polythelene, natural color; cellulose acetate moulding powder; polysterine colored and crystal; polypropylene colored. Packing item 1 to 3, steel/fiber drums; item 4 to 7, 7 ply paper bags. Loan 53; U.S. source. IL# 229345. Credit amount $29,820. Bid deadline Nov. 20. Pak Plastic Industries, C-17, Sind Industrial Trading Estates, Manghopir Rd., Karachi. Cable: PEPEAI, Karachi.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Nigeria

Cosmetics. Direct purchase and agency. Mbaise Youths Fancy Stores (importer, retailer, wholesaler), 162 Clifford St., P.O. Box 363, Yaba, Lagos. WTD 8/30/62.

285 Paints, Varnishes, Lacquers, Enamels

Ceylon

● Paints for buses, 18,618 imperial gals. File S/GT/331/63. Bid deadline Dec. 5. Particulars, specifications available from Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo, Ceylon. ★ (WO 7-3512.)

Iran

● Paints, principally oil paints, 39,000 kg. Bid deadline Dec. 5. Particulars, specifications available from Navy Supply Dept., Imperial Iranian Navy, Ave. Sevon Esfand, Tehran, Iran.

Nigeria

Paints. Direct purchase and agency. Mbaise Youths Fancy Stores (importer, retailer, wholesaler), 162 Clifford St., P.O. Box 363, Yaba, Lagos. WTD 8/30/62.

289 Miscellaneous Chemical Products

Italy

High quality printing inks. Direct purchase with exclusive agency for Italy. ORPI (Organizzazione Rappresentanze Prodotti Industriali), (sales agent), 4/a, Via Sagliano Micca, Turin. WTD 10/11/62.

291 Petroleum Refining

Rhodesia, Nyasaland

Paraffin wax, approximately 400 tons annually. United Soap & Chemical Works (Pvt.), Ltd. (manufacturer), P.O. Box 873, Bulawayo, Southern Rhodesia. WTD 10/16/62.

301 Tires, Inner Tubes

Germany

Tubeless automobile tires in normal sizes for German passenger cars; requests replies in German. Werner Sauer GmbH & Co. KG (manufacturer, wholesaler), Industrieweg, Bensberg bei Koeln. WTD 10/9/62.

306 Fabricated Rubber Products

Greece

● Tape, 8,500 rolls, various sizes, types. Tender 6030. Bid deadline Nov. 29. Greek Telecommunications Organization (OTE), 4 Sophocleous St., Athens. ★ (WO 7-3381.)

Sweden

Electric erasers, both battery operated and for operation on 220 v., a.c., 50 cycles. Nils Palmgren AB (manufacturer's agent), Artillerigatan 87, Stockholm No. WTD 8/9/60.

U.A.R. (Egypt)

■ Air hose, synthetic in and outside, ¼ in. I.D. for service station use, twin braids W.P. 250 lb., without couplings, in 50 ft. lengths, 6,000; rubber hose, ½ in. I.D. 2 in. braid, car washers, 800 lb., W.P., in 50 ft. lengths, 3,000 ft.; rubber hose, 2½ in., 3 braid x 65 ft. long, Monarch Aviation refueling, built-in static wire, fitted with male and female reattachable couplings, 8 pcs.; rubber hose, 3 in., 3 braid x 12 feet long, Monarch Aviation refueling, fitted with male and female reattachable couplings, 8 pcs. Loan 27; U.S. source. Bid deadline Nov. 30. Mobil Oil Egypt, S.A., Cairo, where quotations are to be sent.

307 Miscellaneous Plastics Products

South Africa

White plastic top sheet for letterpress printing in 40" and 48" rolls, or nearest; caliper approximately .021". Winstones (South Africa), (Pty.), Ltd. (manufacturer), P.O. Box 97, Parow, C. P. WTD 5/2/60.

310 Leather, Leather Products

Nigeria

Leather goods such as handbags, shoes and sandals, suitcases. Direct purchase and agency. Mbaise Youths Fancy Stores (importer, retailer, wholesaler), 162 Clifford St., P.O. Box 363, Yaba, Lagos. WTD 8/30/62.

311 Leather Tanning, Finishing

South Africa

Leather for women's and men's belts and fancy leather goods. Jensen Belts (Pty.), Ltd. (manufacturer), 18 Newmarket St., Cape Town.

322 Glass, Glassware

Australia

Glass tableware and drinking ware; especially gift items. Direct purchase and agency. Bevilles (retailer, wholesaler, importer, manufacturer's agent), 162 Pitt St., or Box 60, G.P.O., Sydney. WTD 12/5/61.

327 Concrete, Gypsum, Plaster Products

Iraq

● Hydrated lime, powdered, 100 tons. Tender 39/62. Bid deadline Nov. 13. Warehouse & Purchasing Dept., Government Oil Refineries Administration, Baghdad. ★ (WO 7-2008.)

329 Minerals, Earths, Ground or Otherwise Treated

Iran

● Bleaching earth, 40,000 kg. Bids deadline Nov. 25. Chemical & Food Materials Co., Iranian Ministry of Industries & Mines, Tehran. Specifications available for reference in Miscellaneous Metals & Minerals Div., Room 4007, BDSA, U.S., Department of Commerce, Washington 25, D.C. ★ (WO 7-2690.)

331 Steel Mill Products

Denmark

Iron and steel pipes and valves, bars, sheets, rods, shapes and other rolling mill products; exclusive representation for Denmark. Erling Gad A/S, Handels- & Ingeniorfirma (importer), 1 Peder Skramsgade, Copenhagen K. WTD 9/4/62.

Greece

● Steel pipe for water well: 2,500 m., seamless, 6-in. nominal diam.; 18,000 m., seamless, 8-in nominal diam.; 5,000 m., seamless, 10-in. nominal diam.; all threaded with steel couplings; 200 m., 2⅜ in., 2 15/16 in. and 3½ in. external diam. pipe for core drills. Tender 209/6.4.62. Bid deadline Nov. 27. Minister of Agriculture, General Directorate, Land Reclamation Service, Purchasing Dept., Athens. ★ (WO 7-2363.)

Iran

● Sheets, strips, steel, black, galvanized, 32 items, various sizes, gages, total weight 107,950 kg. Tender 41/284-289-290. Bid deadline Nov. 27. Iranian State Railways, Tehran. ★ (WO 7-2363.)

Iraq

● Wire rope, black, improved plow steel, for excavators, 2 in. circumference 6 x 19; 2⅜ in. cir. 6 x 24; 2⅜ in. cir. 6 x 19; 2 in. cir. 6 x 37; 2¼ in. cir. 6 x 19. Tender 183/62. Bid deadline Nov. 15. Iraqi Ports Administration, Basra. ★ (WO 7-2363.)

Italy

Steel wire for manufacture of spokes for automobile, motorcycle and bicycle wheels. ALPINA—Fabbrica Italiana Raggi SpA (manufacturer), Via Francesco d'Assisi 14, Arcore (Milan). WTD 9/7/62.

Nigeria

Corrugated iron sheets, iron rods. Direct purchase and agency. Mbaise Youths Fancy Stores (importer, retailer, wholesaler), 162 Clifford St., P.O. Box 363, Yaba, Lagos, WTD 8/30/62.

Pakistan

■ M.S. plates and angles, bulb angles, m.s. angles, m.s. plates commercial quality, m.s. flats, m.s. angles, channels, I. beams, m.s. tees, diamond plates. Loan 7; U.S. source. S/A No. RM 032857. Credit amount $41,097. Bid deadline Nov. 17. Carstairs & Cumming, Ltd., P.O. Box 4687, West Wharf Rd., Karachi. Cable: GOODREP. ★

■ Cold rolled close annealed steel pickled and oiled sheets, prime quality, 3' x 8' size, 24, 26, 28 gauges packed in 2 ton steel envelopes, in equal quantities in amount of $8,500; mild steel black annealed wire of 5, 8, 10, 12, SGW, packed in 1 cwt.; bare coils, equal quantities in amount of $4,016. Loan 7; U.S. source. S/A No. RM 035620. Credit amount $12,516. Bid deadline Nov. 17. Babar Metal Industries, E34, Estate Ave., S.I.T.E., Karachi 16. Cable: SAFETY.

■ Mild steel sheets, CRCA, pickled and oiled, bright, commercial quality, according to ASTM 366-58T, size 6' x 3' and/or 8' x 3', gauges 18, 20, 22, 14, 16, total 31 tons. Packed in waterproof paper lined metal lined containers of about 6,000 lbs. Loan 7; U.S. source. S/A No. RM 035604. Credit amount $5,670. Bid deadline Nov. 17. Akmal Engineering Works, Katchi Galli No. 3, Marriot Rd., Karachi 2.

■ Machine cast foundry pig iron, carbon 3 to 4.5%, silicon 2,75 to 4%, manganese 0.5 to 1.0%, phosphorous 0.4 to 1.0%, sulphur .05% max. Loan 7; U.S. source. S/A No. RM 035618. Credit amount $7,119. Bid deadline Nov. 18. Salika Sewing Machine Co., Frere Rd., Karachi. Cable: SALIKA, Karachi.

■ Cold rolled steel sheets, commercial quality, oiled soft temper, packed in paper lined metal envelopes, banded on skids each weighing approximately 3 tons, sizes 8′ x 3′ in 24, 26, 28, 30, 31 BG, total 400 long tons; cold rolled steel sheets waste wasters open hearth mild steel, annealed, oiled, unassorted to size 18″ to 50″ and larger, or gauge 24 to 29, about 100 tons; tin mill black plate waste waste, unassorted to size 18″ x 24″ and larger, mostly 20″ and 28″ and larger, gauge 29 and lighter, about 100 tons. Loan 7; U.S. source. S/A No. RM 035732. Credit amount $38,220. Bid deadline Nov. 18. Pakistan Aluminium & Industrial Works, Ltd., Jehangir Kothari Bldg., Bunder Rd., Nr. Denso Hall, Karachi. Cable: SHEETS.

■ Mild steel billet, to SAE 1025, tensile strength 28/33 tons per sq. inch, elongation 15% minimum, each billet heat stamped, works test certificate to be furnished, size 2″ x 2″ and/or 2½″ x 2½″, length 18′ or up. Loan 7; U.S. source. S/A No. RM 035629. Credit amount $57,-330. Bid deadline Nov. 18. Qadri Brothers Foundry & Workshop, S.I.T.E. Monghopir Rd., Karachi.

■ Pig iron to specification A-43-55-T, grade F.M. 22, 23 or 24; m.s. sheets 18, 20 and 24 G x 8′ x 3′ or 4′. Loan 7; U.S. source. S/A No. RM 039849. Credit amount $34,545. Bid deadline Nov. 19. O. K. National Industries (Pak), 59 Brandreth Rd., Lahore. Cable: OKEYNI, Lahore.

■ CRCA steel sheets pickled and oiled, size 3′ x 8′ in BG 24, 26, 28, 30; or g.p. sheets, prime commercial quality, zinc coating 1.25 oz. per sq. ft., size 3′ x 8′ in BG 24, 26, 28 and 30. Loan 7; U.S. source. S/A No. RM 033409. Credit amount $13,-230. Bid deadline Nov. 19. A. Hasheem & Co., Mandviwala Bldg., Serai Rd., Karachi.

■ Ferro silicon in lumps, grade 75%. Loan 7; U.S. source. S/A No. RM 033100. Credit amount $6,893. Bid deadline Nov. 20. Pakistan Metal Refinery Co., Ltd., E-26 Sind Industrial Trading Estate, Opposite A. B. Industries, Karachi. Cable: PACKARD, Karachi.

■ Galvanized steel wire, soft, 6 to 30 BG, S/A No. RM 038960; credit amount $32,500; galvanized steel wire, soft, 6 to 30 BG, S/A No. RM 03859; credit amount $88,200; m.s. sheet HR/CRCA quality 14 to 20 BG in 4′ x 8′, $8,820. Loan 7; U.S. source. Bid deadline Nov. 22. Bengal Iron & Steel Industries, Ltd., 21 Jinnah Ave., Dacca. Cable: BOMB, Dacca.

■ Galvanized corrugated iron sheets, zinc coating 1.25 oz., gauge 26, size 3′ x 7′, 3′ x 8′, 3′ x 9′, 3′ x 10′; galvanized plain sheets, gauge 30, size 3′ x 8′. Equal Amounts. Loan 7; U.S. source. S/A No. RM 054813. Credit amount $6,300. Bid deadline Nov. 23. Dada, Ltd., Khatungannj, Chittagong. Cable: DADA, Chittagong.

■ G.P. sheets, 16, 18, 20, 22, 24, 26, 28 and 30 G; CRCA sheets, 16, 18, 20, 22, 24, 26, 28, 30 G; m.s. plates, ⅛″, 3/16″, ¼″, 5/16″, ⅜″, ½″, ⅝″, ¾″, 1″; r.s. joists, 4″ x 2″, 5″ x 3″, 6″ x 3″, 7″ x 4″, 8″ x 4″, 10″ x 5″, 12″ x 6″; G.I. pipes, 4″, 5″, 6″, 8″; pig iron; tin plates 30G; m.s. angles, 2½″ x ¼″ and 3″ x ⅜″. G.I. black wire. Loan 7; U.S. source. S/A No. RM 035740. Credit amount $30,660. Bid deadline Nov. 19. Fairdeal Commercial Corp., Moolji St., P. O. Box 5111, Karachi 2. Cable: FAIRCOM, Karachi.

■ Pig iron, refined machine cast, Si. 3.0/3.5%, approx., Mn. .5/1.0%, Ph. .6/1.0, Su. .05% Max., C. 3.0/4.0%. Loan 7; U.S. source. S/A No. RM 039680. Credit amount $5,712. Zamindar Foundry, Samundri Rd., Lyallpur.

■ Pig iron, Si. 1.50 to 4.0%, C. 3.5 to 4.5%, Mn. .6 to 1.40%, Sul. 0.04 to 0.05%, Ph. 0.10 to .80. Loan 7; U.S. source. S/A No. RM 039850. Credit amount $22,911. Bid deadline Nov. 20. Siddiq Brothers Engineering Works, Regd., Abdullahpur, Lyallpur, W. Cable: SIDDIQBROS.

■ Mild steel sheets, CRCA, oiled and pickled, bright, commercial quality, according to ASTM 366-58T, size 8′ x 3′, Gauge 16, 18, 20. Approximately 70 tons. Loan 7; U.S. source. Bid deadline Nov. 20. Decent Industries, Johar Colony, Manghopir Rd., Karachi.

■ Prime galvanized plain sheets, commercial quality, basic open hearth manufacture, zinc coating .25 oz. per sq. ft., both sides, size 8 x 3 ft. x 30 BG, $12,600, 8 x 3 ft. x 28 BG, $8,400; prime mild steel sheets, commercial quality, basic open hearth manufacture, size 8 x 3 ft. x 30 BG, $12,600, 8 x 3 ft. x. 28 BG, $8,400; prime mild steel sheets, HRCA, commercial quality basic open hearth manufacture, size 8 x 4 ft. x 12 BG, $2,100, 8 x 3 ft. x 12 BG, $1,050, 8 x 4 ft. x 14 BG, $1,050; prime mild steel plates, commercial quality, basic open hearth, 8 x 4 ft. x ¼ in., 8 x 4 ft. x 3/16 in., $3,150 each, 8 x 4 ft. x ⅛ in., $6,300. Loan 7; U.S. source. S/A RM 033336. Credit amount, $62,790. Bid deadline Nov. 27. Volkart Bros., McLeod Rd., Karachi 2.

■ Hot rolled M.S. strips, slit edge, suitable for manufacture of conduit pipe; hot rolled M.S. black sheets Thomas commercial quality; hot rolled M.S. black sheets, cold rolled close annealed quality, polished and oiled, packed in protected bundles, suitable for manufacture of cycle mudguards. Loan 7; U.S. source. S/A RM 035607. Credit amount, $36,222. Bid deadline Nov. 20. Premier Machinery Works, Fakirmohd-Durrakhan Rd., Karachi. ★

■ Bright galvanized quality steel wire, suitable for manufacture of bicycle spokes, in catchweight coils of about 150-200 lb, oil paper and Hessian wrapped, tensile strength min. 155,000 lb. p.s.i. diam. .0715 in., tolerance, plus/minus .0005 in., 30 l.t. approx.; bright steel wire, without coating, suitable for manufacture of bicycle spokes, catchweight coils of about 150-200 lb., same tolerance, packing as above, 5 tons. Loan 7; U.S. source. S/A RM 035619. Credit amount, $11,903. Bid deadline Nov. 20. National Cycle Industries, Fakir Mohd., Durra Khan Rd., Usmanabad, Karachi 3.

■ Mild steel billets, 2 x 2 in., 2½ x 2½ in. sq., lengths 18 ft. and up, to specification SAE 1020/1025/1030, each billet heat marked and stamped with works test certificate, about 725 tons. Loan 7; U.S. source. S/A RM 035638. Credit amount, $76,983. Bid deadline Nov. 20. Mohamedi Rerolling Mills, off Barnes St., near Old Haji Camp, Karachi. Cable: REROLL, Karachi.

■ Machine cast foundry pig iron, analysis, Si. 3-3.5%, Su. .035% max., Mn. 5-1%, Ph. .3-5%, c. 3.5-3.9%. Loan 7; U.S. source. S/A RM 035615. Credit amount, $19,110. Bid deadline Nov. 23. Qadri Brothers Foundry & Workshop, near Shoe Mart, Lawrence Rd., Karachi.

■ Mild steel strips hot rolled open hearth, commercial quality rimmed type for manufacture of tubes on resistance welding plant. Loan 7; U.S. source. S/A RM 035611. Credit amount, $1,259. Bid deadline Nov. 23. Hyesons Steel Mills, Ltd., El-Markaz, Bunder Rd., Karachi. ★

■ Machine-cast malleable foundry pig iron; machine cast foundry pig iron. Loan 7; U.S. source. Bid deadline Nov. 27. Modern Engineering Corp., D/78, S.I.T.E., Estate Ave., Karachi. ★

333 Primary Production of Aluminum

U.A.R. (Egypt)

■ Aluminum ingots, 1,000 tons. Loan 27; U.S. source. Bid deadline Nov. 26. Misr Foreign Trade Co., 7 Talaat Harb St., Cairo.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Ethiopia

● Armored, unarmored underground paper-insulated cables, Stc. 338/62. Bid deadline Nov. 14. Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa. ★ (WO 7-2162.)

Germany

Flexible cable, 3 x 1.5 mm, used for polishing and cleaning machines. N. W. G. Niederrheinische Werks- u. Gebaeudereinigungs GmbH (cleaning establishment, wholesaler), 24 Vom Rath Str., 41 Duisburg. WTD 10/18/62.

Greece

● Armored cable 6 kv., estimated value $606,000. Tender PAP 632. Bid deadline Dec. 4. Public Power Corp. (PPC), Athens-Piraeus Div., 4 Korai St., Athens. ★ (WO 7-2162.)

Iraq

● Plastic distribution cables P.V.C., indent 62/4. Bid deadline Dec. 12. President for Central Foreign Purchase Committee, Ministry of Finance, Baghdad. ★ (WO 7-2162.)

Japan

● Bare copper wire, 100-200 tons per month, imports to begin after Mar. 1, 1963. T. Murai, Riburyo Ltd., Co., 247 Sanjomachi, Ashiya-City, Hyogo Prefecture.

342 Cutlery, Hand Tools, General Hardware

Italy

Garden tools. Concioli A. & C. (importing distributor), Via Porpora 93, Milan. WTD 9/25/62.

Stapling pliers of the hog ring type for installing covers on automobile seats; requests catalogues, price quotations C.i.f. Italian port, and samples if possible. Direct purchase and agency Autoforniture M.A.R.A. (wholesaler), Vicolo della Moretta 13, Rome.

Metal and woodworking hand tools. Luigi Portolani (importing distributor), Via F. Sassetti 31, Milan. WTD 9/7/62.

Hand tools such as hacksaws, drill bits, files; plumber's tools, hand tools for automobile repair shops. Giolo S.r.l. (manufacturer's agent), Via Pelizza da Volpedo 8, Milan. WTD 9/7/62.

Hand drills for metal and wood. E.C.E.F. (manufacturer's agent), Piazza Duse 2, Milan. WTD 9/12/62.

Nigeria

Equipment for servicing and maintenance of typewriters and adding machines. Nigerian General Repairing Service (typewriter repairer), 18 Willoughby St., Lagos. WTD 10/2/62.

344 Fabricated Structural Steel

Iraq

● Supply of uniflotes for Bailey pontoon bridges in accordance with terms, specifications of tender DME/6/1962, bid deadline Nov. 22. Director of Contracts & Purchases, Ministry of Defense, for $1.40, postage free. ★ (WO 7-5255.)

Nigeria

Steel doors and windows, water tanks. Direct purchase and agency. Mbaise Youths Fancy Stores (importer, retailer, wholesaler), 162 Clifford St., P.O. Box 363, Yaba, Lagos. WTD 8/30/62.

Pakistan

● Boilers, 2, 10-12,000 lb. per hour evaporative cap., water tube land type boilers complete with accessories. Tender P 3/HA/58/62, bid deadline Dec. 3. Pakistan Eastern Railway, Pahartali, Chittagong, Pakistan. (WO 7-4242.)

Peru

Automatic silos with dryers for storage of rice, 3,000 ton capacity; requests replies in Spanish with catalogues, descriptive literature, price quotations c.i.f. Callao, credit terms. Agricola Pacasmayo, S.A. (cotton planter), Moquegua 388, Piso 8, Lima. WTD 10/11/62.

345 Screw Machine Products

Germany

Screws and nuts made of stainless and acid proof steel with metric threads according to DIN standards and to U.S. AISI standards No. 304, 305, 316. F. Reyher Nachfg. (wholesaler), Haferweg 3a, Hamburg-Altona.

Greece

● Zinc coated iron hardware, eye bolts, anchor rods, cable racks, cable clamps; approx. 900,000 pieces; estimated value $100,000. Tender 5958 to Supply Committee of OTE, Room 3, 4 Sophocles St., Athens. Bid deadline Dec. 4.★ (WO 7-5589.)

349 Miscellaneous Fabricated Metal Products

Ceylon

Moulds or forms to manufacturing sealing wax in following sizes: 4, 8, and 20 sticks to pound. Colombo Industrial Agencies, Ltd. (manufacturer), P.O. Box 417, Second Fl., National Mutual Bldg., 39/2/Chatham St., Fort, Colombo 1.

United Arab Republic

■ Drums, 530 lb., "Darex" seam dope No. 960, 6; 500 lb. drums, "Darex", oil-proof can sealing compound No. 35 BX, 3. Loan 27; U.S. source. Bid deadline Nov. 27. Mobil Oil Egypt, S.A., 1097 Cornish El-Nil St., Garden City, Cairo, U.A.R., Cable: MOBILOIL.

351 Engines, Turbines

Iraq

● Boiler turbine generator set or gas turbine generator set, approx. 20 mw. Mohammed A. G. Naqib, Petroleum & Mineral Industrial Co., Baghdad.★ (WO 7-4242.)

● Diesel generator sets, 30 kw., trailer mounted, 12. Tender DME/11/1962, bid deadline Nov. 21. Director of Contracts & Purchases, Ministry of Defense, Baghdad.★ (WO 7-4242.)

Pakistan

■ Diesel generating sets, 3/50/400-440, 10 kw. to 100 kw.; diesel generating sets, 1/50/220, 2 kw. to 10 kw.; marine diesel engines 10 hp. to 100 hp., 1,500 r.p.m.; kerosene generating sets, 1/50/220, 2 kw. to 10 kw.; electric driven pumping sets with electric motors, 3/50/400-440 size, 1" to 6" and 1/50/220 sizes ½" to 2"; slip ring electric motor 3/50/400-440, 31 to 100 hp. 950 r.p.m. with starters, circuit breakers; refrigeration machinery; starters for electric motors; oil circuit breakers; complete set of spare parts for converting diesel engines, and generating sets into duel fuel sets; complete set of spare parts for converting diesel generating sets into automatic starting units; spare parts for marine engines. Loan 53; U.S. source. IL#225431. Credit amount $14,181. Bid deadline Nov. 20. East Asiatic Co., Ltd., Adamjee Chambers, McLeod Rd., Karachi. Cable: EASTASIS, Karachi.

South Africa

Petrol/paraffin water cooled stationery engines: 2½-3 hp., 800/1,000 r.p.m.; 4-5 hp., 800/1,000 r.p.m.; 6-8 hp., 1,000/1,200 r.p.m.; and diesel engines, water cooled: 4-6 hp., 1,000/1,200 r.p.m., 8-12 hp., 1,000/1,200 r.p.m. African Gate & Fence Works, Ltd. (importer, wholesaler, retailer, manufacturer, exporter), P.O. Box 7544, Johannesburg. WTD 10/9/62.

352 Farm Machinery

Iran

● Knapsack poison sprayers, 18,000. Tender 50922, bid deadline Nov. 10. Iranian Tobacco Monopoly.★ (WO 7-4319.)

Taiwan

● Outdoor power circuit breakers, 1 set, 69 kv., 1,200 a., 2,500 mv., complete with accessories, spare parts. Tender GFA 14158-K, bid deadline Nov. 19.

Central Trust of China, 68 Yen Ping Nan Rd., Taipei.

353 Construction, Mining, Materials Handling, Equipment

Denmark

Materials handling equipment; exclusive representation for Denmark. Erling Gad A/S, Handels- & Ingeniorfirma (importer), 1 Peder Skramsgade, Copenhagen K. WTD 9/4/62.

India

■ Crawler dozer with hydraulic rippers, 4; crawler dozer without hydraulic rippers, 6; spare parts up to 15% cost for above items. Loan 217; U.S. source. Tender Project/2017-N(1)/Dozer/1. Ref. D/ENQ/564. Bid deadline Nov. 29. Bottom discharge type coal haulers 50/60 ton capacity, 16; rear dumpers, 40 cu. yds., 35; spare parts up to 15% cost of said items. Loan 217; U.S. source. Tender Project/2017-N/(J)/Dumpers/I. Ref. D/ENQ/564. Bid deadline Nov. 30. Directorate General of Supplies & Disposals, N. I. Bldg. Parliament St., New Delhi 1, where bids are to be sent directly. Copies of tender documents also available from India Supply Mission, Washington 8, D.C., for $2.10 each, not refundable.★

■ Tractors and trailers for movement of substation equipment. Loan 191; worldwide. Specification Project/TR-8. Bid deadline Nov. 29. Superintending Engineer (Projects), Madhya Pradesh Electricity Board, Rampur, Jabalpur, M. P., where quotations are to be sent directly. Copies of specifications may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Iran

● Battery driven fork lift trucks, 5, 4 wheeled with pneumatic tires to lift loads of 1,000-1,500 kilos up to 4-4½ m. Bid deadline Dec. 8. Iranian Tobacco Monopoly, Ave. Qazvin, Tehran.★ (WO 7-5589.)

New Zealand

● Construction machinery: 1-3 cu. yd. wheel type tractor shovel-loader. Tender 8804 PW 78/13. Bid deadline Nov. 19; 1-2½ cu. yd. tracklaying type tractor shovel-loader. Tender 8848 PW 78/13. Bid deadline Nov. 15. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Copies of specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Pakistan

● Construction machinery: 1 Massey-Ferguson No. 35 diesel tractor and boughton winch. Tender S-8/96/ENGG/62. Bid deadline Nov. 12. 3-9 cu. yd. motor scrapers, 140/45 hp. 2 c. diesel engine. Tender S-8/1/ENGG/62. Bid deadline Nov. 12. Director of Supply, Government of East Pakistan EPIDC House, Motijheel, Dacca. 1 portable boring rig, 6-10 in. hole approx. depth 1,000 ft. Tender P7/B/86/58. Bid deadline Nov. 15. Controller of Stores (P), Pakistan Eastern Railway, Pahartali, Chattagong.

South Africa

● Construction machinery: 20 2 cu. yd. wheel type tractor shovel-loaders. Tender F. 9382. Bid deadline Nov. 16. South African Railways, Stores Dept., Park Chambers, 97 Rissik St., Johannesburg.

United Arab Republic

■ Spare parts (General Motors); spare parts (Caterpillar); spare parts motor scraper Letourneau; spare parts Dearing; spare parts link belt speeder; spare parts (drag line Lima); transmission case bearing tool 6F 8897 (Caterpiller); drilling accessories and tools; replacement engines; parts and accessories; heavy transportation equipment; portadrill reverse circulation Model RV-6-HF drilling machine; drilling tools; ditchers, large and small size; oil field trucks, 2; 12 ton capacity cross-country, pick-up station wagons; 1-ton pick-up box type station wagon, 4 x 4; 1-ton crew chassis; water lubricated deep well pumping sets; self priming and high pressure centrifugal pumps; portable track press; frame table type press; chain hydraulic press; welding apparatus; mobile greasing unit. Quotations to be f.o.b. port, ocean freight and insurance to be stated separately. AID Loan 27; U.S. source. Ministry of Agrarian Reform & Land Reclamation, c/o The Minister's Technical Office, Cairo. Cable: REFORM, Cairo, U.A.R., where quotations are to be sent directly.

354 Metalworking Machinery

India

■ Drilling accessories: Diamond case bits NX 15-25 BX 6-9 and AX 40-46 carats, 80; reaming shell double tube NX 10-14, BX 15-25 carats, 40; reaming shell double L AX 10-25 carats, 24; drill steel rods 10 ft., 400; drill steel rods, 5 ft., 80; NX, BX, AX flush coupled casings 10 ft., 700; NX BX, AX flush coupled casings 5 ft., 60; NX, BX, AX double tube core barrels, 40; drilling machine with pump, 15. Loan 217; U.S. source. Tender Project/3047-N(B)/Drilling/I. Ref. D/ENQ/562. Bid deadline Nov. 23. Directorate General of Supplies & Disposals, N. I. Bldg., Parliament St., New Delhi 1, where bids are to be sent directly. Copies of tender documents also available from India Supply Mission, Washington 8, D.C., for $2.10 each, not refundable.★

■ Garage tools, Willys special service tools for jeeps. Loan 217; U.S. source. IL#592919/61/AU-DW/CCI/HQ/RM. Ref. 61(9)/62-AID(1). Bid deadline Nov. 25. Mahindra & Mahindra, Ltd., Gateway Bldg., Apollo Bender, Bombay 1.★

■ Machine tools. Loan 217; U.S. source. IL#EI/GL/MTC/38/DLF 362. Ref. 63(27)/62-AID(1). Bid deadline Nov. 30. Armstrong Smith, Ltd., Gresham Assurance House, Sir Phirozshah Mehta Rd., Fort, Bombay 1.★

Italy

Portable electric metal and woodworking tools; small machine tools. Luigi Portolani (importing distributor), Via F. Sassetti 31, Milan. WTD 9/7/62.

Portable electric drills for metal and wood. E.C.E.F. (manufacturer's agent), Piazza Duse 2, Milan. WTD 9/12/62.

Machine tools and accessories. D. Gagliani (manufacturer's agent), Piazza Luigi di Savoia 24, Milan. WTD 9/7/62.

355 Special Industry Machinery

Argentina

Spare parts and needles for approximately 100 sewing and knitting machines of various makes. Himalaya Roccatagliata Hnos. y Cia. S.A.I. y C. (manufacturer), Juan B. Primoli 7469, Buenos Aires.

Brazil

Plant to manufacture bottles and other glass objects; requests replies in Portuguese and brochures, cost estimates, technical assistance. Raimundo Luz Comercio, S.A. (distributor), Rua Presidente Joao Pessoa, 374, Campina Grande, Paraiba. WTD 7/30/57.

Burma

Lathes, ten 6'; five 8' lathes; five 10' lathes; seven 20" shapers; 3 milling machines; used or rebuilt equipment. Engineering Workshops Association (association), c/o U San Nyunt, 83rd St., Pelenweyaung Quarter, Mandalay.

Ceylon

Machinery to manufacture fountain pens, ball point pens and refills; requests full details. Esmailjee Karimbhoy & Co. (importing distributor), 239 Main St., Colombo. WTD 10/16/62.

Chile

● Supply and placing in operation machinery, equipment for slaughterhouse and cold storage plant in Temuco. Beef, veal, sheep, hogs to be processed. Want complete line of machinery, equipment including conveyors, sterilizers, laundry machinery, 3 steam boilers, loading docks, deepwell pump, sewage equipment, maintenance shop equipment and tools. Conditions in Spanish, list of machinery in English. Tender 164, bid deadline Nov. 28. Consejo de Fomento e Investigación Agrícolas (Board for Promoting Farming & Agricultural Studies), Teatinos 40, Santiago. ★ (WO 7-5589)

El Salvador

Equipment for testing coffee samples: 1 electric roaster of 2 cylinders with capacity of 1 to 1½ lb. each with ¼ hp. motor attached; 1 small electric mill with ¼ hp. motor; 1 small scale for weighing samples; 1 set of sieves, Nos. 13 to 19; 100 plastic trays for samples; 1 machine for measuring moisture in coffee beans; 110 v., 60 cycles current available; requests bids before Nov. 15. La Gerencia, La Asociación Cafetalera de El Salvador (coffee growers' association), La Segunda Planta del Edificio de la Compania Salvadorena de Cafe, S.A., San Salvador.

India

■ Automatic double ended spot facing and centering machine with standard and special accessories; copy turning lathe with standard and special accessories equivalent to Herbert Carbijunior; capstan lathe with standard and special accessories equivalent to Herbert No. 2D, Universal oil grooving machine and stand and special equipments equivalent to Model 651. Ref. NSIC/HP/2M-3397/62. Automatic lathe with standard and special accessories equivalent to 'Herbert' No. 3A, complete in all respects. NSIC/HP/2M-3399/62. Loan 144; worldwide. Bid deadline Nov. 15. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

■ Oz. injection moulding machine, equivalent to Windsor make type W.15. Loan 144. Worldwide. Ref. NSIC/HP/2C-1083/62. Bid deadline Nov. 20. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Israel

■ J. H. Day, or equal, type B Hercules dough mixer, 1,600 lb. cap., direct expansion cooling 380/660 v., 50 c., 3 ph., with star delta starter; packed for export. Loan 28; U.S. source. S/A 791/1/388. Bid deadline Nov. 16. Government of Israel Supply Mission, 850 Third Ave., New York 22. Tenders should refer to S/A no. and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by Dec. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tenders, in duplicate, to buyers.

Pakistan

■ "Howe" vertical ammonia compressor 9 x 9 in.; spares, accessories for ammonia compressor; air conditioners, industrial, various tonnage; spares for service station pumps. Loan 53; U.S. source. IL#211454. Credit amount, $6,300. Bid deadline Nov. 26. Norwestern Engineers, Harris Rd., Kharadar, Karachi 2. Cable: NORWESTERN KARACHI.

Peru

Rice husking mill with hourly capacity of 2-3 tons; machinery for manufacture of paper using rice straw as raw material, 8,000-10,000 ton annual capacity; machinery for production of livestock and poultry feeds, using cotton seed cake, cotton husks, rice polishings, alfalfa, corn, bean husks and sugar molasses as raw material; small plant for extraction of oil from rice polishings; requests replies in Spanish with catalogues, descriptive literature, price quotations c.i.f. Callao, credit terms. Agricola Pacasmayo, S.A. (cotton planter), Moquegua 388, Piso 8, Lima. WTD 10/11/62.

Philippines

★★ Complete reconditioned solvent extraction plant to extract oil from corn kernel cake; should be capable of handling 24 tons per day; long term financing desired. John H. Osmena, 408 Jakosalem St., Cebu City.

★★ Complete slaughter house and meat packing facilities to handle up to 500 hogs per day; also wants machinery for feed and fish meal production. Antonio Floirendo, P.O. Box 45, Davaocity (prominent businessman and landowner).

South Africa

Plant to manufacture dry ice using waste gas from current plant; kiln gas analysis: CO2—18.1%, CO—.1%, N2—44.2%, H2O—36.6%, dust content .7 grains per cu. ft.; price quotations c.i.f. in South African rands (1 rand=$1.41). Cape Lime (W.P.), Ltd. (manufacturer), Auckland St., Paarden Eiland, Cape Town. WTD 9/17/62.

356 General Industrial Machinery

Australia

● Compressors, 1 to deliver 125 s.c.f.m. air at 35 p.s.i.a., 1 to deliver between 125 and 250 s.c.f.m. air at 35 p.s.i.a. Ref. AG/9/12(a), AG/9/12(b). Bid deadline Nov. 15. C.S.R.C.-DOW Pty., Ltd., Kororoit Creek Rd., Altona, Victoria. ★ (WO 7-5589.)

● Pump for liquid chlorine, 1, 60 g.p.m., 120 p.s.i.g. discharge pressure. Ref. AG/8/81. Bid deadline Nov. 15. C.S.R.C.-Dow Pty., Ltd., Kororoit Creek Rd., Altona, Victoria. ★ (WO 7-5589.)

Germany

Labeling machines, packaging machinery; bottle filling machinery. Direct purchase and agency. Georg Hartig KG (manufacturer, exporter), 7292 Baiersbronn/Wuerttemberg. WTD 10/16/62.

Guatemala

Packaging and wrapping machinery (cellophane, aluminum foil or plastic bags in different sizes) for packaging powdered, tablets or granulated pharmaceutical products; minimum production output, 150 units per minute; requests replies in Spanish. Drogueria y Farmacias Santa Teresita (drug store), 13 Avenida 4-53, Zona 1, Guatemala City. WTD 5/15/62.

Iraq

● Centrifugal pumps, 70, 35 electric pumping sets for irrigation, semiportable on skids, 35 diesel pumping sets both ranging in size from 50-500 g.p.m. with head of 50-100 ft. Tender DMW/52. Bid deadline Nov. 21. Director of Contracts & Purchases, Ministry of Defense. Tender documents available from aforementioned office for $1.40 per copy. ★ (WO 7-5589.)

New Zealand

● Air compressors. 8, approx. 550-650 c.f.m. at 100 p.s.i.g., electric motor driven, self-contained mounted on skid type base, or alternative bid on rotary vane compressors or 2 stage reciprocating direct coupled compressors. Tender S.M.Q. 8849 P.W. 78/4. Bid deadline Nov. 15. Stores Manager, Ministry of Works. P.O. Box 8024, Wellington. ★ (WO 7-5589.)

Pakistan

■ Electric motors, single phase, 220 v., a.c., 50 cycles, .25, .5 and .75 hp., 1,400 and 2,800 r.p.m., double shaft, extension on both sides, 440 v., a.c. 50 cycles, 3-phase, 900, 1,400, 2,800 r.p.m. sizes 1 to 30 hp.; pumping sets, electric motor, petrol or diesel engine driven, delivery suction pipe, dia. 1"/1.25", 1.25"/1.50", 1.5"/2", 2"/2.5", 2.5"/3"; air compressors, stationary type with or without tank, coupled with electric motor of 1, 2 or 3 hp., 220 v., single-phase, a.c. 50 cycles; fork lifts, 4,000 and 8,000 lb. lifting capacity; electric current generators, .5 to 3 kw. at 220 and 440 v., 50-cycle a.c.; petrol/kerosine engines, 1 to 8 hp.; parts and accessories of petrol/kerosine/diesel engines and refrigeration machinery. Loan 53; U.S. source. IL# 215322. Credit amount $5,250. Bid deadline Nov. 19. F & C Osler (Pakistan), Ltd., Chartered Bank Chambers, McLeod Rd., Karachi 2.

South Africa

Self priming centrifugal pumps: 1¼" suction, 2" suction, 2½" suction, all with an approximate head of 60-90'; high lift single stage pumps: delivery sizes 1½", 2", 2½", 3", all with an approximate head of 140-200'. African Gate & Fence Works, Ltd. (importer, wholesaler, retailer, manufacturer, exporter), P.O. Box 7544, Johannesburg. WTD 10/9/62.

357 Office, Computing, Accounting Machines

Nigeria

Spare parts for typewriters and adding machines. Nigerian General Repairing Service (typewriter repairer), 18 Willoughby St., Lagos. WTD 10/2/62.

358 Service Industry Machines

Germany

Mechanical window cleaning machines

and equipment; no safety belts or anchors. Direct purchase and agency. Hans G. Werner & Co. (importer, wholesaler, agent), 17 Falbenhennenstr., 7 Stuttgart. WTD 10/11/62.

Malaya

Air conditioning spare parts. Winli Radio Co. (importer, distributor), 557 Penang Rd., Penang.

361 Electric Transmission and Distribution Equipment

Ceylon

● Supply, erection of transformer substation at Colombo, Ceylon. Tender OM/-C & S/T/IIAS/2/62, bid deadline Dec. 11. Government of Ceylon. Specifications available for review at Ceylon Embassy, 2148 Wyoming Ave., N.W., Washington 8, D.C.★ (WO 7-4242.)

● Overhead transmission lines, 168 miles, single circuit, 3 ph., 33 kv. Bid deadline Jan. 8, 1963. Specifications available from Ceylon Embassy, 2148 Wyoming Ave., NW., Washington 8, D.C., for tender deposit of $53 nonrefundable and fee of $11.

India

● Lightning arrestors. Tender PE-SPEC-124, bid deadline Dec. 17. Damodar Valley Corp., Anderson House, Alipore, Calcutta. (WO 7-4242.)

Taiwan

● Fuse links for 7.5 kv. open type fuse cutouts 3-65 amperes; all NEMA standard (NEMA publication SG2, Part 4) Type "K." Bid must include at least outline drawings, manufacturer's performance data, complete catalog information, time-current curves, Canada or U.S. procurement. Tender GFB-14102, bid deadline Nov. 14. Central Trust of China, 68 Yen Ping Nan Rd., Taipei.

U.A.R. (Egypt)

● Supply, erection of complete transformer station, 10.5 k.v., 50-c/s, 3 ph., rupturing cap. 250 mv.-a. Tender 1006/2, bid deadline Nov. 17. General Organization for Executing 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo.★ (WO 7-4242.)

362 Electrical Industrial Apparatus

Denmark

Electric motors, switchgear, contactors; equipment for power control, electrical, pneumatic, hydraulic; components for servo equipment; exclusive representation for Denmark. Erling Gad A/S, Handels- & Ingeniorfirma (importer), 1 Peder Skramsgade, Copenhagen K. WTD 9/4/62.

England

Electronic control and processing devices to required military and/or commercial specifications. C. T. (London), Ltd. (importing concessionaire), 27 Ashley Pl., Westminster, London, S.W.1. WTD 1/16/62.

Electronic instruments and associated components, electronic control equipment and precision electro-mechanical products, such as relays, servo mechanisms, switchgear. Direct purchase and agency. G. S. Westbrook, Ltd. 50 High St., Harpenden, Herts. WTD 9/19/62.

India

■ Post type insulators, 66 kv. 150; 132 kv. post type insulators, 100. Loan 217; U.S. source. IL#A/594371/61/AU-DW/CCI/HQ/RM. Ref. 65(27)/62-AID(1). Bid deadline Nov. 30. E.M.C. Works, Ltd., T/63. Kalpi Rd., Kanpur. Cable: EMC-WORKS, Kanpur.★

363 Household Appliances

Germany

Noiseless machines for absorbing dirty water used in cleaning floors. N. W. G. Niederrheinische Werks- u. Gebaeudereinigungs GmbH (cleaning establishment, wholesaler), 24 Vom Rath Str., 41 Duisburg. WTD 10/18/62.

Malaya

Refrigerator spare parts. Winli Radio Co. (importer, distributor), 557 Penang Rd., Penang.

364 Electrical Lighting, Wiring Equipment

Portugal

Flashlights. Direct purchase and agency. Caius Alves de Sousa (importer, wholesaler, retailer, commission merchant), 111 Rua Cha, Oporto. WTD 10/4/62.

367 Electronic Components, Accessories

Ceylon

Radio components for assembly in Colombo, 1,000 parts kits; list of parts in kits available on loan from Trade Opportunities Staff, BDSA-111, Room 4016 (WOrth 7-4675). Colombo Industrial Agencies, Ltd. (manufacturer), P.O. Box 417, Second Fl., National Mutual Bldg., 39/2 Chatham St., Fort, Colombo 1.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Germany

Electronic aviation devices. Direct purchase and agency. Hans G. Werner & Co. (importer, wholesaler, agent), 17 Falbenhennenstr., 7 Stuttgart. WTD 10/11/62.

Italy

X ray accessories and supplies. L'Accessorio Radio, SpA (importing distributor), Via Cardinal Mezzofanti 36, Milan. WTD 9/11/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Argentina

Heavy trucks, 2-5, 12 ton; list of acceptable models.★ Alfonso Giudici, S.A. (transport company), San Luis 3106, Buenos Aires.

Ceylon

Automotive cables. D. V. Martenstyn & Co. (importing distributor), P.O. Box 916 or 29 2/3. Gaffoor Bldg., Main St., Fort, Colombo. WTD 6/11/62.

Denmark

Transmission equipment of every kind; exclusive representation for Denmark. Erling Gad A/S, Handels- & Ingeniorfirma (importer), 1 Peder Skramsgade, Copenhagen K. WTD 9/4/62.

France

Automotive accessories, spare and replacement parts, and supplies such as valves, brakes, ball and roller bearings, piston rods; light duty garage equipment and tools. Ets. Fourni-Auto (Andre Thevin & Cie), (wholesaler, importer), 116 Rue Fondaudege, Bordeaux, Gironde. WTD 10/2/62.

Iraq

● Spare parts for jeeps. Tender EME/15/1962, bid deadline Dec. 5. EME/16/1962, EME/17/1962, bid deadline Dec., 10. Director of Contracts & Purchases, Ministry of Defense, Baghdad. Specifications, tenders available from that authority for $1.40 per set.★ (WO 7-3294.)

Pakistan

Complete range of automotive parts and accessories. Direct purchase and agency. Humayoon Cycle & Motor Stores (importing distributor, manufacturer's agent), Nasib Bldg., Plaza Square, Bunder Rd., Karachi. WTD 12/1/58.

373 Boat Building, Repairing

Iran

Inboard-cruiser type boats about 30 ft. long, diesel engine, 2, equipped for use as lake patrol boats. Water & Power Authorities of Sefid-Rood Valley.★ (WO 7-3791.)

381 Engineering, Laboratory, Scientific Instruments

Korea

● Laboratory instruments, apparatus including but not limited to tensile strength testers, analytical balances, moisture meters, melting point meters, hydrogen ion meters, sample cutters and accessories. Bid deadline Nov. 15. Office of Supply, Government of Republic of Korea, Seoul. Copies of tenders, specifications available from Korean Embassy, 2320 Mass. Ave., Washington, D.C. (Attention: Chung Soo Park, Procurement Officer). Correspondence should cite inv. KFX-2109-S, project 62-61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Greece

● Toll timers, electrically operated, 100; toll timers, mechanically operated, 150. Bid deadline Nov. 27. President of Supply Committee, Helenic Telecommunications Organization, Ltd. (O.T.E.), 4 Sophocles St., Room 3, Athens. Bid forms, specifications available from Subdirection of Supplies, 4 Sophocles St., Room 19, Athens. Correspondence should cite International Call for Bids Number 6000.★ (WO 7-2775.)

● Machines (6) for taking samples of concrete, 4 and 6 in.; diamond crowns (2), 4 in. diam.; diamond crowns (2), 6 in. diam.; crowns for taking samples of concrete, rocks, similar material (12), 1 in. diam.; (2), 1¼ in. diam. Bid deadline Nov. 19. Ministry of Trade, Direction General of Procurements, Direction B' State Purchases, Sec. D, Office III, Athens. Bid forms available from above address. Correspondence should cite Invitation to Tenders Number B/626.★ (WO 7-2775.)

384 Surgical, Medical, Dental Instruments, Protective Clothing

Afghanistan

Complete sets of asbestos uniforms for fire fighting; requests price quotations and descriptive brochures. Professional Overseas Trading Co. (importer, wholesaler), S. Habib Bldg., 2nd Fl., Room No. 1, Municipality St., Kabul. WTD 6/25/62.

385 Ophthalmic Goods

Portugal

Sun glasses. Direct purchase and agency. Caius Alves de Sousa (importer, wholesaler, retailer, commission mer-

chant), 111 Rau Cha, Oporto. WTD 10/4/62.

386 Photographic Equipment

South Africa

Photographic films for printing industry; in rolls of 40" x 150" and 40" x 300." Winstones (South Africa), (Pty.), Ltd. (manufacturer), P.O. Box 97, Parow, C. P. WTD 5/2/60.

391 Jewelry, Silverware, Plated Ware

Australia

Stainless steel cutlery, table ware, carving sets. Direct purchase and agency. Bevilles (retailer, wholesaler, importer, manufacturer's agent), 162 Pitt St., or Box 60, G.P.O. Sydney. WTD 12/5/61.

394 Toys, Athletic Goods

Germany

Skin diving equipment, sporting goods for skin divers, souvenirs for skin divers. Paulsen & Co. (importer, wholesaler), Bleichenbruecke 10, Hamburg 36. WTD 5/25/62.

Italy

Toys, models. Sticktoy (importing distributor), Via Cosimo del Fante 5, Milan. WTD 9/12/62.

South Africa

Babies' washable toys and rattles; all types of toys, educational, structural, mechanical, electrical, dolls, doll clothes, stuffed toy animals, model construction kits for ships, airplanes, trains. Childrens World (Pty.) Ltd. (importing distributor), 16 Sir Lowry Rd., Cape Town. WTD 10/15/62.

395 Pens, Pencils, Other Office, Artists' Materials

Portugal

Fountain and ball point pens. Direct purchase and agency. Caius Alves de Sousa (importer, wholesaler, retailer, commission merchant), 111 Rua Cha, Oporto. WTD 10/4/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Australia

Jewelry of nonprecious materials: ladies' costume jewelry; men's accessories such as tie clips, cuff links. Direct purchase and agency. Bevilles (retailer, wholesaler, importer, manufacturer's agent), 162 Pitt St., or Box 60, G.P.O., Sydney. WTD 12/5/61.

South Africa

Metal buckles and metal fittings for women's and men's belts and fancy leather goods. Jensen Belts (Pty.), Ltd. (manufacturer), 18 Newmarket St., Cape Town.

399 Miscellaneous Manufacturing Industry Products

Germany

Bathing sand for chinchillas. Gustav Grolman (importing distributor), Postschliessfach 3729, Duesseldorf. WTD 2/20/61.

Portugal

Inexpensive lighters, novelty smokers' supplies. Direct purchase and agency. Caius Alves de Sousa (importer, wholesaler, retailer, commission merchant), 111 Rua Cha, Oporto. WTD 10/4/62.

South Africa

Babies' hot plates, cups, self-feeding aids, novelties; novelty gift items. Children's World (Pty.), Ltd. (importing distributor), 16 Sir Lowry Rd., Cape Town. WTD 10/15/62.

509 Miscellaneous Wholesaler Products

Chile

Used molds for injection molding machines, capacity 4, 6 and 8oz., for manufacturing plastic combs, stationery supplies, toys, jewel cases, hardware. Hamuie & Tacla, Ltda. (manufacturer), 0287 Bellavista, Casilla 2934, Santiago. WTD 10/18/62.

Netherlands

Nonferrous metal scrap, especially brass scrap, copper scrap, bronze scrap (preferably high tin content). N. V. Metaalmaatschappij van S.A. Vles & Zonen (importer, wholesaler, transit trader), 3-11 Piekstraat, or P.O. Box 775, Rotterdam 20. WTD 4/13/62.

White and colored cotton thread waste; new soft white and colored gauze waste; colored cotton curtain scrap; tarred and untarred old hennep ropes. Fabriek voor Machinaal Breeuwwerk v/h Joh. Smith N.V. (N. V. Dutch Oakum Works), (importer, manufacturer), 4-10 Westerkade, Schiedam. WTD 4/6/62.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, Tree Nut, Vegetable Farm Products

Netherlands

Citrus fruit such as oranges, grapefruit, lemons; fresh fruit, particularly apples and pears; onions, potatoes, and edible nuts. N.V. Fruit- en Groente Import en Export Maatschappij v/h Jac. van den Berg (importer, transit trader), 209a Rochussenstraat, Rotterdam 3.

200 Food

Italy

Canned food products, particularly fruit, fruit juices, fish; dried fruit; frozen meat, poultry, fish; eggs and egg products; butter; peanuts. Novicompa, SpA (manufacturer's agent), Piazza Grandi 24, Milan. WTD 9/25/62.

Netherlands Antilles

Complete line of canned vegetables, juices, tomato catsup, brand names; chicken feed. Curacao Trading Co. (N.A.) N.V.-Indent Dept. (importer, retailer, wholesaler, agent), Handelskade 24, Willemstad, Curacao. WTD 6/26/62.

South Africa

Canned asparagus; polished rice. M. H. Goldschmidt (Pty.), Ltd. (sales and indent agent), Corner House, 84 Longmarket St., Cape Town. WTD 5/14/62.

204 Grain Mill Products

Saudi Arabia

Rice, long and medium grain; wheat grains; on commission basis. Muhammad 'Uthman al-Yaf'i (commission agent), P.O. Box 681, Jidda. WTD 10/8/62.

225 Knitwear

Chile

Woolen knitwear, bathing suits, summer apparel for men, children's clothes. Jacobo Pupkin Kosoy (manufacturer), 1860 San Pablo, Casilla 5543, Santiago. WTD 9/6/62.

230 Apparel

Chile

Men's shirts, women's and men's bathing suits, women's lingerie; requests replies in Spanish. Abumohor & Cia. (manufacturer), 600 San Nicolas, Casilla 2419, Santiago. WTD 9/28/62.

234 Women's, Misses', Children's, Infants' Undergarments

Germany

Lingerie. Friedrich Schlingmann (sales agent), Altenbekener Damm 43, Hannover. WTD 8/29/62.

280 Chemicals, Allied Products

Chile

Pharmaceutical and industrial chemical products in bulk. Andres Hofmann Giroud (importing distributor, manufacturer's agent), Augusto Leguia Norte 280, Depto. 302—Clasificador 142, Santiago. WTD 10/15/62.

281 Industrial Chemicals

Argentina

Chemicals for forest fire fighting. Blanch Hermanos, S.A. (importing distributor, sales agent, manufacturer, retailer), 633 Alsina, Buenos Aires. WTD 4/4/61.

Canada

Chemical specialties for industrial and automotive trades. Superex, Ltd. (manufacturer, importing distributor), 1732 Notre Dame St. West, Montreal 3, Quebec. WTD 9/7/62.

Greece

Polymeric plasticizers and heat stabilizers for PVC; organic pigments for plastics industry; accelerators and antioxidants for rubber processing. Menelaos Th. Papayoannou (importing wholesaler, sales agent), 46 Anakreontos St., Kalithea, Athens. WTD 10/10/62.

Norway

Pigments. C. Tennant Sons & Co. A/S

(manufacturer's agent), 27 Tollbodgaten, Oslo. WTD 7/27/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Synthetic resins. Erich Hausdorf (wholesaler, manufacturer's agent), Postfach 100, Halle/Westfalen. WTD 3/2/62.

Greece

Plastics materials. Menelaos Th. Papayoannou (importing wholesaler, sales agent), 46 Anakreontos St., Kalithea, Athens. WTD 10/10/62.

283 Drugs

Iran

Pharmaceutical specialties, brand names. Ibak Trading Co. (importer, distributor), Serai Rowshan, Avenue Nasser-Khosrow, Tehran. WTD 9/18/62.

Pakistan

Antibiotics, hormones, tonics, tranquilizers, vitamins preparations, remedies for alimentary, respiratory and unrogenitory systems. German Health Center (importing distributor), Main Bazaar, Samanabad, Lahore. WTD 10/2/62.

Sweden

Pharmaceutical specialties and fine chemicals. Cortec Aktiebolag (manufacturer's agent, importing distributor), Nicoloviusgatan 8A, Malmo. WTD 9/26/62.

289 Miscellaneous Chemical Products

Greece

Printing inks. Th. and A. Strofilas (importer, wholesaler, sales agent), 16 Emm. Benaki St., Athens. WTD 10/12/62.

301 Tires, Inner Tubes

Thailand

Tires for trucks and cars. Abbas E. Real (Tekrawala), (commission and indenting sales agent), 2527 Tuk Khao, P.O. Box 213, Thonburi. WTD 10/15/62.

306 Fabricated Rubber Products

Sweden

Rubber hoses, high pressure for oil (textile braded, metal) rubber hoses for special usages (rubber combined with metal, textile, and asbestos), rubber compensators. Exclusive agency. AB Texas (agent, importer, manufacturer, exporter), Hyregatan 8, Malmo C. WTD 1/25/62.

307 Miscellaneous Plastics Products

Australia

Plastic kitchenwares. Kemsley & Co. Pty., Ltd. (manufacturer's agent), 116-124 Wickham St., Valley, Brisbane, Queensland.

Sweden

Hoses of plastics materials. Exclusive agency. AB Texas (agent, importer, manufacturer, exporter), Hyregatan 8, Malmo C. WTD 1/25/62.

315 Leather Gloves, Mittens

England

Leather golf gloves. Moffat-Jamieson Golf Equipment & Clothing (sports outfitter, agent), 77 S. Audley St., Mayfair, London W.1. WTD 9/21/62.

317 Handbags, Other Personal Leather Goods

Canada

Ladies' bags, purses, and wallets made of leather, plastic, imitation leather or other synthetic fibers. Ernest Schor Co. (importer, distributor), Suite 107, 5950 Cote des Neiges, Montreal 26, Quebec. WTD 10/3/62.

331 Steel Mill Products

Iran

Rolled steel construction materials, including angles, I beams, flats, T bars and steel pipes, steel sheets and plates; tin plate for canning industries. Iran Metal Co., Ltd. (importer), Bouzarjomehri Ave., Pamenar, Iran-Metal Bldg., Tehran. WTD 10/10/62.

336 Nonferrous Foundry Products

Australia

Cast aluminum kitchenware. Kemsley & Co. Pty., Ltd. (manufacturer's agent), 116-124 Wickham St., Valley, Brisbane. Queensland.

342 Cutlery, Hand Tools, General Hardware

Argentina

Tools for forest fire fighting. Blanch Hermanos, S.A. (importing distributor, sales agent, manufacturer, retailer), 633 Alsina, Buenos Aires. WTD 4/4/61.

Australia

Marine accessories and hardware, kitchen wares. Kemsley & Co. Pty., Ltd. (manufacturer's agent), 116-124 Wickham St., Valley, Brisbane, Queensland.

Hand tools. Exclusive agency of Australia. R. S. Upton Trading Pty., Ltd. (importer, exporter), 286 Princes Highway, Banksia, Sydney, N.S.W. WTD 9/1/62.

Garden hand tools; hand tools for home work shops of "do-it-yourself" handy man. Exclusive agency. Chandlers (Australia), Ltd. (retailer, distributor), Cnr. Albert and Charlotte Sts., Brisbane, Queensland. WTD 9/5/62.

Germany

Builders' hardware such as door knobs, fittings and handles, particularly new types; high quality hand tools for wood and metal processing. Erich Harscheidt (manufacturer's agent), 11 Abendstr., Solingen-Hoehscheid. WTD 10/8/62.

South Africa

Remote control electric locks suitable for main and inner doors of industrial, commercial and domestic premises. Samuel Withers (S.A.), (Pty.), Ltd. (manufacturer), P.O. Box 72, Paarden Eiland, Cape Town.

344 Fabricated Structural Metal Products

Guatemala

Prefabricated metal panels for curtain wall construction. Dan Edwards international (manufacturer's agent), Aptdo. Postal No. 717 or 13 Avenida 14-46, Zona 1, Guatemala City. WTD 6/15/62.

346 Metal Stampings

Australia

Kitchenware of stamped and spun aluminum, stainless steel, stamped metal. Kemsley & Co. Pty. Ltd. (manufacturer's agent), 116-124 Wickham St., Valley, Brisbane, Queensland.

349 Miscellaneous Fabricated Metal Products

Sweden

Hose fittings, metal compensators. Exclusive agency. AB Texan (agent, importer, manufacturer, exporter), Hyregatan 8, Malmo C. WTD 1/25/62.

352 Farm Machinery, Equipment

Australia

Garden tools and implements. Exclusive agency. Chandlers (Australia), Ltd. (retailer, distributor), Cnr. Albert and Charlotte Sts., Brisbane, Queensland. WTD 9/5/62.

Chile

Agricultural machinery, equipment and implements. EMASA—Equipos y Maquinarias, S.A. (importer, garage service stations), 40-68 San Eugenio, Casilla 832, Santiago. WTD 10/5/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Argentina

Small tractors for clearing fire trails. Blanch Hermanos, S.A. (importing distributor, sales agent, manufacturer, retailer), 633 Alsina, Buenos Aires. WTD 4/4/61.

Chile

Mining and construction machinery, equipment and implements. EMASA—Equipos y Maquinarias, S.A. (importer, garage service stations), 40-68 San Eugenio, Casilla 832, Santiago. WTD 10/5/62.

354 Metalworking Machinery, Equipment

Argentina

Control and measurement instruments, including gauges and calibrators. Negroni Hnos., Srl. (distributor, sales agent), Peru 707, Buenos Aires.

Australia

Electric hand tools for home work shops of "do-it-yourself" handy man. Exclusive agency. Chandlers (Australia), Ltd. (retailer, distributor), Cnr. Albert and Charlotte Sts., Brisbane, Queensland. WTD 9/5/62.

Germany

High quality electrical tools for wood and metal processing. Erich Harscheidt (manufacturer's agent), 11 Abendstr., Solingen-Hoehscheid. WTD 10/8/62.

355 Special Industry Machinery

Germany

Most up-to-date presses, automatic machines and glueing machines for the wood and plastic processing industries. Erich Hausdorf (wholesaler, manufacturer's agent), Postfach 100, Halle/Westfalen. WTD 3/2/62.

Greece

Equipment for metalizing plastics in vacuum; blow and injection equipment for molding of plastics. Menelaos Th. Papayoannou (importing wholesaler, sales agent), 46 Anakreontos St., Kalithea, Athens. WTD 10/10/62.

356 General Industrial Machinery

Argentina

Forest fire fighting equipment, particularly pumps and a fire extinguisher sprinkling system with alarm and automatic operating valves. Blanch Hermanos, S.A. (importing distributor, sales agent, manufacturer, retailer), 633 Alsina, Buenos Aires. WTD 4/4/61.

Iran

Water pumps, deep-well pumps; brand names. Société Anonyme Heris (importer, distributor), 186 Avenue Pahlavi, Tehran. WTD 9/29/62.

362 Electrical Industrial Apparatus

Australia

Hand welding electrodes. Exclusive agency for Australia. R. S. Upton Trading Pty., Ltd. (importer, exporter), 286 Princes Highway, Banksia, Sydney, N.S.W. WTD 9/1/61.

Malaya

Hard facing, special alloy steel (manganese,stainless), electrodes used in electric welding for tin mining industry, from 4 to 12 gauge. R. B. Mumford, General Manager for Malaya, Paterson, Simons & Co., Ltd., 28 & 30 Old Market Square, Kuala Lumpur. WTD 10/7/60.

363 Household Appliances

Denmark

Electrical household appliances such as mixers, toasters, grills and other kitchen utensils, steam irons. Unisales (agent), Kongestien 28, Virum. WTD 10/2/62.

Northern Ireland

Electric domestic appliances such as cookers, refrigerators, toasters, washing machines, irons, and fireplace logs. Exclusive agency. Potter, Cowan & Co. (Belfast), Ltd. (wholesale hardware and electrical merchants), 62/66 Great Patrick St., Belfast.

367 Electronic Components, Accessories

Australia

Valves and tubes for radios, television receivers, transmitters. Exclusive agency. Chandlers (Australia), Ltd. (retailer, distributor), Cnr. Albert and Charlotte Sts., Brisbane, Queensland. WTD 9/5/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Angola

Automotive spare parts such as ignition parts, silencer units and pipes, plain bearings, rivets, axle shafts, rubber hoses, oil filters, universal joints, propeller shaft assemblies, armatures and other automotive electrical parts. Adolf Zagel (commission import agent), Caixa Postal 2755, Luanda. WTD 1/26/60.

Canada

Automotive parts and equipment, especially motor parts. Autorex, Ltd. (manufacturer's agent, importing distributor), 973 St. Antoine St., Montreal. WTD 10/9/62.

Chile

Automobile parts and accessories. EMASA—Equipos y Maquinarias, S.A. (importer, garage service stations), 40-68 San Eugenio, Casilla 832, Santiago. WTD 10/5/62.

Sweden

Filters or similar products to lessen or eliminate smog from automobiles and buses; interested only in filter types tested and approved by U.S. authorities. Ingeniorsfirman K. O. Krohn (manufacturer's agent), Johannebergsgatan 18, Goteborg. WTD 10/10/62.

384 Surgical, Medical, Dental Instruments, Supplies

Denmark

Surgical instruments, operation room equipment, electromedical apparatus and other hospital supplies. J. Uhrbrand (wholesaler), Livjaegergade 21, Copenhagen O. WTD 10/5/62.

South Africa

Surgical suture materials such as catgut including a-traumatic sutures with single needle, also with needles at both ends; sterilized linen suture; sterilized monofilament nylon suture; sterilized nylon plaited suture; sterilized twisted silk suture; sterilized plaited silk suture; sterilized wire suture; all types of surgical disposables including michel surgical clips, masks, swabs; best qualities essential, must meet S. A. Bureau of Standards' approval; requests price quotations c.i.f. in South African rands (1 rand= $1.41). Surgix (Pty.), Ltd. (manufacturer's agent), 301 Kew Gardens, Regent Rd., Sea Point, Cape Town. WTD 10/4/62.

Sweden

Hospital and medical apparatus. Cortec Aktiebolag (manufacturer's agent, importing distributor), Nicoloviusgatan 8A, Malmo. WTD 9/26/62.

386 Photographic Equipment, Supplies

Greece

Films used in graphic arts industry. Th. and A. Strofilas (importer, wholesaler, sales agent), 16 Emm. Benaki St., Athens. WTD 10/12/62.

394 Toys, Athletic Goods

South Africa

Toys and children's novelties. Jack Davis (manufacturer's agent), 11 Beta Rd., Bakoven, Cape Town.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Thailand

Needles for sewing machines, Abbas E. Real (Tekrawala), (commission and indenting sales agent), 2527 Tuk Khao, P.O. Box 213, Thonburi. WTD 10/15/62.

509 Miscellaneous Wholesaler Products

Italy

Steel scrap. Matteucci, Matteucci & Co., Spa (importer, wholesaler, agent), Piazza della Vittoria 14/11, Genoa.

Kenya

Second hand clothing. Vaibro Agencies (manufacturer's representative), P.O. Box 10386, Nairobi. WTD 9/20/62.

Leads for Importers

Commodities are offered direct unless specified.

201 Meat Products

Pakistan

Sheepskin. Sheep casings. Goatskin. M. Nizam-ud-Din Mohd Ramzan, Inside Wool Presses, Misri Shah, P.O. Box 810, Lahore. WTD 9/26/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Burma

Fruits (mangoes, pineapple, pears in syrup), strawberry jam, mango sweet chutney, mustard leaf pickles, bean sauce (sour), curry (chicken, mutton beef, fish, shrimp). Producers' Canning Co-operative Society, Ltd., Taunggyi, Southern Shan States. WTD 10/15/62.

225 Knitting Mill Products

Hong Kong

Garments, men's dress and sport shirts, ladies' blouses; woolen and cotton knitwear; terry towels and towellings; all kinds of gloves and nylon socks; footwear, rubber, synthetic and rayon brocade slippers; plastic flowers and toys; flashlight and hand lantern. Inter-Ocean Trading Co. (H.K.), Ltd., 609 Takshing House, Hong Kong. WTD 11/3/59.

228 Yarn, Thread Mill Products

Belgium

Hand knitting wool, knitted goods and haberdashery. Alf. Van Broekhoven (Laines P.J. Paris), S. A., 36 Hoogstraat, Antwerp. WTD 9/20/62.

Linen and synthetic threads, especially for boots, shoes, leather and tarpaulin industries. Filterie Ernest Willems, 118 Brusselsesteenweg, Sint Gillis Dendermonde. WTD 10/10/62.

France

Cotton yarns of good quality, dyed or bleached, single and ply, for weaving and knitting, 10 to 35's (17 to 60's, according to French standard numbering). Teintureries Tournier, Coarraze, Basses-Pyrenees. WTD 10/5/62.

Pakistan

Raw carpet wool. M. Nizam-ud-Din Mohd Ramzan, Inside Wool Presses, Misri Shah, P.O. Box 810, Lahore. WTD 9/26/62.

229 Miscellaneous Textile Goods

Pakistan

Cow and cattle tail hair. Goat hair. M. Nizam-ud-Din Mohd Ramzan, Inside Wool Presses, Misri Shah, P.O. Box 810, Lahore. WTD 9/26/62.

230 Apparel

Germany

Men's shirts made of cotton and synthetics; corduroy jackets; men's pajamas; children's shirts; ladies' nylon blouses; cobbler style aprons. Viktor Ackel, 74 Tuebingen/Neckar, P.O. Box 145, West Germany. WTD 10/11/62.

242 Sawmill, Planing Mill Products

Cambodia

Teak and other exotic woods for use in fine cabinet work, turnings and carvings, fine furniture, interior woodwork, construction work, naval construction, small boats, interior construction, carpentry and woodwork. Woods available in three qualities: luxury woods; first class woods; and second class woods. Inquiries for prices, specifications, samples and names of Cambodian exporters should be directed to Embassy of Cambodia, 4500 16th St., NW., Washington 8, D.C.

Thailand

Teak logs and/or boards "First class European quality." Trade Promotion & General Service, Ltd. Partnership, 222 Samsen Rd. (Opp. T.T.V. Bangkhunprom), Bangkok. WTD 9/21/62.

Teak boards and planks, decks, margins and scantlings; 100% first class European quality. Veedee, Ltd., Partnership, 60 Chao Kamrop Rd., P.O. Box 1658, Bangkok. WTD 11/29/61.

306 Fabricated Rubber Products

Sweden

Metal covered rubber hoses (for fuel oil or gasoline). AB Texan, Hyregatan 8, Malmo C. WTD 1/25/62.

311 Leather Tanning, Finishing

Pakistan

Tanned leather. M. Nizam-ud-Din Mohd Ranzan, Inside Wool Presses, Misri Shah, P.O. Box 810, Lahore. WTD 9/26/62.

343 Heating Apparatus

Yugoslavia

Steam boilers, fittings, stop valves. Tvornica Parnih Kotlova, Zitnjak, Zagreb. WTD 10/5/60.★

353 Construction, Mining, Materials Handling Machinery, Equipment

Sweden

Hydraulic pallet trucks. Nordiska Vacuum-AB., Kungsgatan 29, Stockholm C. WTD 4/1/58.★

363 Household Appliances

Germany

Electric appliances such as hair dryers, flat-irons, toasters, mixers, heating radiants, infrared heaters, heating and cooling fans, waffle irons. Elektro-Industrie, Inh. G. Volz, 7312 Kirchheim/Teck, P.O. Box 88, West Germany. WTD 10/16/62.

599 Gift, Novelty, Souvenir Shop Products

Ceylon

Wood cuts, carved elephants, bookends, lacquer paper knives. Colombo Industrial Agencies, Ltd., P.O. Box 417, Colombo. WTD 9/27/62.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Australia

Peter Fleming Jr., representing Peter Fleming & Son, Australian and New Zealand Bank Chambers, 324 Queen St., Brisbane, Queensland, interested in establishing contacts with **meat** dealers importing for own account. Oct. 24 via New York for 7 to 8 weeks; c/o Wilbur-Ellis Co., 320 California, San Francisco, Calif. Itinerary: New York, Philadelphia, New Orleans, Chicago, Detroit, Los Angeles.

Leonard Edward Phelan, representing Evans Anderson Phelan Pty., Ltd., Holman St., Kangaroo Point, Brisbane, Queensland, interested in **roadmaking plant** (sheepsfoot rollers and plain drawn rollers and sewerage disposal equipment) and requesting technical information on above. Early November via New York for 3 weeks; c/o Australian Consulate General, 636 Fifth Ave., New York, N.Y. Itinerary: New York, Cincinnati, Chicago, San Francisco.

Brazil

Roberto Herbert Nickhorn, representing Fabrica Metalurgica Hugo Gerdau and Siderurgica Riograndense S. A., 1811 Avenida Farrapos, Porto Alegre, Rio Grande do Sul, interested in new methods of **iron ore production.** Will attend meetings of Association of Iron and Steel Engineers, Cleveland, and American Society of Metals, Baltimore. Sept. 24 via New York for 6 weeks; c/o Varig Airlines, 630 Third Ave., New York, N.Y. Itinerary: Washington, New York, Pittsburgh, Detroit, Cleveland, Baltimore.

France

H. D. Gutmans, representing "Promaco S.A., Promaco-Cellonite S.A. & Wegelin-Tetaz S. A., Mulhouse (Haut-Rhin)," interested in meeting U.S. manufacturers of **adhesives,** new **synthetic coatings, leather and textile finishing materials,** who are themselves interested in French and European Common Market areas, for making licensing or joint venture arrangements. End of October. C/o I. Brande, 310 W. 72nd St., New York 23, N.Y. Itinerary: New York.

Germany

Heinz Kerpen Jr., representing Kerpenwerk GmbH & Co., 47-59 Vichter Strasse, 519 Stolberg/Rhld., interested in visiting **cable factory** and requesting technical information on same. Oct. 29 via New York for 3 weeks; c/o Manhattan-Hotel, 8th Ave., 44th St., New York, N.Y. Itinerary: New York, Miami, other cities.

Hong Kong

Yu Shao Tseng (Jackson Yu), representing Jackson Mercantile Trading Co., 1003 Commercial House, Hong Kong, interested in exporting **plastic flowers and toys;** importing **electric appliance** and requesting technical information on central or "packaged unit" **air conditioning plants.** Nov. 15 via San Francisco for 1 month; c/o James Yu, 799 Riverside Dr., Apt. C11, New York 36, N.Y. Itinerary: Honolulu, Los Angeles, San Francisco, New York.

Iran

Ebrahim Seid Abdoirahim Lajvardi, representing Sherkat Nesbi Karkhanejat Blendax, Seral Homayoun, Babe-Homayoun, interested in contacting U.S. firms for manufacturing **cosmetics** in Iran. Nov. 1 via New York for 10 days; c/o Iranian Consulate General in New York. Itinerary: New York, Washington.

Ireland

Raymond B. O'Flaherty, representing "Joe Malone Self Drive, Ltd., Cork, Dublin, Limerick," 42 Grand Parade, Cork, interested in **tourist promotion** and requesting technical information from organizations with similar interests. Oct. 22 via New York for 4 weeks; c/o Sheraton Atlantic Hotel, 34 St., Broadway, New York. Itinerary: New York, Baltimore, Philadelphia, Cleveland, Chicago, Pittsburgh, Washington.

T. J. MacCallion, managing director, representing Allied Textiles, Ltd., Bridge Rd., Chapelizod, Dublin, interested in marketing of **double knit wool jersey outerwear, ladies' dresses and suits** and requesting technical information and assistance in lining up import trade contacts. Nov. 12 via New York for 2 weeks; c/o Geo. Hoffman, 141 E. 55th St., New York 22, N.Y. Itinerary: New York, Atlanta, Washington.

Israel

Shimon Tal, representing Kibbutz Nir David, Nir David, interested in licensing arrangements for local manufacture of **packaging materials,** especially shrinkable plastic film and bags for perishable foods; **electronic medical equipment and instrumentation** and requesting technical information in connection with above. Oct. 19 via New York for 3 weeks; c/o Progressive Israel Projects, 112 4th Ave., New York 3, N.Y. Itinerary: New York, Boston, Chicago, Washington.

Italy

Cirano Bargi, representing Forest di Bargi Gr. Uff. Foresto, 1 Via del Giardino, Pisa, interested in manufacture of **suits, overcoats, raincoats.** Wishes to visit some important U.S. companies manufacturing **men's wearing apparel.** Nov. 15 via New York for 20 days; Plaza Hotel, New York, N.Y. Itinerary: New York, Philadelphia.

Pakistan

Noor Ali M. Hirani, representing Noor Ali & Co., New Challi, Frere Rd., Karachi, interested in contacting U.S. importers of **molasses, baggase, dried fruits, raw cotton, cotton linter and waste, raw wool, hides and skins and minerals;** and U.S. exporters of **fertilizers.** First week of October via New York for 1 month; Steve Reggio Co., 105 Hudson St., Room 403-404, New York 13, N.Y. Itinerary: New York, Boston, Philadelphia, Baltimore, Washington.

Francis X. Lobo, representing General Agencies, Ltd., G.P.O. Box 92, McLeod Rd., Karachi 1, interested in contacting U.S. manufacturers of **aircrafts, aircraft spares, accessories and allied equipment** and requesting technical information on above. Nov. 8 via New York for 30 days; c/o Sales Manager, Aviation Department, Bendix Corp., 205 E. 42nd St., New York 17, N.Y. Itinerary: New York, East Hartford, Wichita, Washington, Chicago, St. Louis, Detroit.

Md. Muzaffar, representing Firdous Carpet Industries, Ltd., and Tanwir Ahmed & Co., 2nd Fl., Mohan Bldg., Bunder Rd., Karachi, interested in contacting importers of **carpets and rugs** and U.S. exporters of **textiles, fabrics,** such as laces, embroidered and dacron fabrics. Oct. 20 via New York for 1 month; c/o Dalamal & Sons, Inc., Franklin St., N.Y. Itinerary: New York, California.

Republic of South Africa

Lionel N. Berck, representing Seaway International (Pty.), Ltd., P.O. Box 56, Birnam Park, Johannesburg, interested in

exporting **granite, steel products, wines, canned goods, sanitary ware, plumbing hardware, power line hardware, automotive parts** from South Africa, and importing **plastics and metalworking machinery, automotive parts, sporting goods,** items for South African manufacture. Oct. 26 via New York for 5 weeks; c/o 1305 Pearl, Ypsilanti, Mich. Itinerary: New York, Detroit, Toledo, Chicago, Washington, Philadelphia, Boston.

D. Keightley, representing Print-Ad Products (Pty.), Ltd., and 2 other companies, P.O. Box 1812, Johannesburg, interested in U.S. sources of **calendar hangers, mounts, tip-ons, greeting cards, filmstar postcards and advertising novelties,** on purchase or agency basis. Oct. 22 via New York for 6 weeks; c/o The Bedford Hotel, 118 E. 40th St., New York 16, N.Y. Itinerary: New York, Washington, Baltimore.

Albrecht Braun, representing A. Braun, 55 Hout St., P.O. Box 3554, Cape Town, interested in **textiles, synthetic fibers,** mixtures of **cotton and synthetic fibers, wool-mixtures, poplins, dress material for children's wear,** and requesting technical information on **construction of material.** Nov. 15 via New York for 2 weeks; 35/36 75th St., Jackson Heights, N.Y. Itinerary: New York.

Max Gluckman, representing G.M. Agencies (Pty.), Ltd., 603 Zeeland House, Cape Town, interested in manufacturers' representative, **fashion wear** and **household goods** agency and purchase. Nov. 3 via New York for 3 months; 6 Wyndham Lane, New City (Lake Lucille), Rocklane County, N.Y. Itinerary: San Francisco.

R. V. L. Worsdale, representing D. I. Fram & Co., Ltd., P.O. Box 3515, Johannesburg, interested in agencies connected with **mining industry,** wishes to participate in manufacture. Oct. 31 via New York for 10 days; c/o Anglo African Shipping Co. of New York, Inc., 16 E. 34th St., New York, N.Y. Itinerary: New York.

Spain

Moises Alvarez O'Farrill, representing Manuel Alvarez e Hijos, S.A., Cabral, Vigo, interested in visiting **glassware and ceramic factories** and requesting technical information on **glassware plant layout and organization.** Early in November via San Francisco for 4 weeks; U.S. Department of Commerce Field Office, Room 419 Customhouse, 555 Battery St., San Francisco 11, Calif. Itinerary: San Francisco, Los Angeles, Miami, Washington, New York.

Sweden

Gosta Persson, representing Arla Glass Aktiebolag, Mejerigatan 3, Fack, Goteborg 52, interested in **ice cream machinery,** production and distribution of **ice cream.** Oct. 28 via New York for 1 month; c/o Park Sheraton Hotel, 870 Seventh Ave., New York, Oct. 28-Nov. 3; after Nov. 8 c/o Ernest Pearson, 2057 Johanna Dr., Houston 24, Tex. Itinerary: New York, Atlantic City, Patterson, Tampa, Houston.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated September.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Advertising Media—El Salvador.
Architects, Builders, Contractors and Engineers—Ceylon.
Architects, Builders, Contractors and Engineers—Guatemala.
Automotive Product Manufacturers—Argentina.
Boat and Ship Builders, Repairers and Chandlers—Belgium.
Boot and Shoe Manufacturers—Belgium.
Cannery and Frozen Food Producers and Exporters—Hong Kong.
Clothing Manufacturers—Portugal.
Dairy Producers—Argentina.
Dairy Producers—Mexico.
Dry Goods and Clothing Importers and Dealers—Chile.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—Thailand.
Instrument, Medical, Surgical, Hospital, Scientific and Process Importers and Dealers—Chile.
Instrument, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Iraq.
Instrument, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Trinidad and Tobago.
Metallurgical and Metal Working Plants—Nicaragua.
Textile Industry—Tunisia.

BRITON BUYING BEANS

A British importer is interested in obtaining red- and black-eyed beans and long grain rice. U.S. exporters interested should communicate with the Pacifica Trading Company, 26 Stamford Brook Road, London, W.6.

Construction Projects

Supplementary information on items followed by (★) and on NATO projects is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

AUSTRALIA—Tenders expected to be announced soon for construction of second bulk **sugar shed** at Mackay Harbor sugar terminal. It will be 850 feet long, have storage capacity of 100,000 tons of raw sugar, and cost about £1 million (£1=$2.24). U. S. firms wishing to receive notice of tender should contact J. Langdon, Chairman, Mackay Harbor Board, North Queensland, Australia.

CANADA—Start has been made on $63.2 million **Red River floodway project** around Winnipeg. Tenders on various phases, including excavation, bridges, and highways, will be announced periodically until 1966. Information regarding bids on floodway projects may be obtained from Department of Agriculture and Conservation, Water Control and Conservation Branch, Province of Manitoba, Room 402 Norquay Building, Winnipeg 1, Manitoba, Canada; Attention: A. C. Mensforth. Further information available. ★

CURACAO—U. S. interests planning $3-million, 145-room **hotel** on island of Bonaire. Design and construction will be supervised by architects A. L. Salzman & Sons, Chicago.

DENMARK—Plans for **hotel and motel construction** in Denmark being made. More important projects include following: Joint American-Canadian firm, Association of Planning Consultants, to construct chain of hotels and luxury motels in Europe. Plans for Denmark include 500-bed hotel in Copenhagen area at cost of about 20-30 million Danish kroner (1 krone=$0.145), and 2 motels in resort areas. Further details available from K. Goodhind. P.O. Box 485, Regina, Saskatchewan, Canada.

Danish air charter company, I/S Nordair, 13 Kastruplundsgade, Kastrup, to build hotel near Kastrup airport and 125-bed hotel at Rodbyhavn on island of Lolland, and to remodel and expand existing hotel at Rodbyhavn.

Danmarks Rejsebureauforening (Association of Danish Travel Bureaus), Raadhuspladsen 47, Copenhagen V, to construct 300-400 room hotel near the center of Copenhagen.

EGYPT—Governor of Port Said interested in creating **recreation and resort area** in Port Said Governorate. U.S. firms may send material on construction and management of motels and amusement parks to Consul, U.S. Consulate, Port Said, Egypt, for presentation to Governor.

MOROCCO—Government to construct second **sugar refinery,** to be located in Tadla region. First, in Rharb region, being built by Polish firm and is due to begin operations in May 1963. Interested firms may correspond with Office National des Irrigations, Boite Postale 432, Rabat, Morocco. Additional information available. ★

New Books and Reports

International Legal Materials: Vol. 1, No. 2. Published by the American Society of International Law. Washington, October 1962. 183pp. $4. ($3 to members).

This second experimental edition in the series designed to publish current official documents on international legal affairs long before they would normally become available contains the texts of the International Coffee Agreement; the French-Algerian Evian agreements; the Netherlands-Indonesia agreement over West New Guinea; the U.S. Supreme Court proceedings in the Cuban nationalization case; the Brazilian law relating to the expatriation of profits earned by foreign investors; Regulation 27 of the Commission of the EEC (relating to anti-trust measures); amendments to Article 123 of the Constitution of Mexico (labor-management relations and profit sharing); the U.S. Foreign Aid Appropriations Act (limiting assistance to countries aiding Castro's Cuba); and the Trade Expansion Act of 1962.

It can be ordered from the American Society of International Law, at 2223 Massachusetts Avenue, NW., Washington 8, D.C.

1963 Johnston International Buyers Guide. By the Johnston International Publishing Corporation. New York. 96 pp. $5.

For the first time, January's upcoming issue of the Johnston International Buyers Guide will be published in 4 languages: English, French, German and Spanish. The book lists 900 separate product categories that are involved in international trade, and contains 15,000 individual listings for current advertisers in Johnston's international publications.

The Guide will be inserted in the January issues of the American Exporter and Industrial World. Separately bound copies of the Guide will cost $5.

They can be ordered from the Johnston International Publishing Corporation, 386 Park Avenue South, New York 16, N.Y.

1961 Export Market Survey of 50 Products to 41 Overseas Markets Published by the American Exporter. New York. 6 pp.

A 6-page 1961 U.S. export tabulation of 50 products to 41 overseas markets is available from American Exporter, 386 Park Avenue South, New York 16, New York. Products tabulated are those sold through overseas importing-distributor-dealer marketing channels. The tabulation covers 15 countries in Latin America, 14 in Europe, and 12 in the Middle and Far East.

Progress in Cargo Handling—Vol. 3. Edited by R. P. Holubowicz. Cornell Maritime Press, Cambridge Md. 1962. 256 pp. $10.

A compilation of papers, discussions and comments presented at the General Technical Conference of the International Cargo Handling Coordination Association.

This is the third volume resulting from the Association's 1961 conference, and covers recent developments in shipborne breakbulk cargo, containerization of international commerce, port and cargo handling in recent emergent economies, and cargo handling in airborne commerce.

Irish Exporters Assn. Annual Directory-1962. Published by the Irish Exporters Assn. Dublin, 1962. 92 pp. 3 shillings (about 42 cents).

Lists all Irish agents, brokers and distributors of 217 different commodities who are members of the association. The booklet also lists official and honorary Irish diplomatic representatives in 34 nations and political entities, as well as shipping facilities from Dublin, Cork, Limerick, Waterford, Rosslare, Drogheda, Dundalk, Galway, Ballina, Westport and Fenit.

Copies can be ordered from the publishers at 90 St. Stephen's Green, Dublin. Phone: 55995.

International Trade 1961. Published by the Contracting Parties to the General Agreement on Tariffs and Trade. Geneva, September 1962. 134pp. $1.50.

The first section covers the main features of international trade during 1961, dealing with its value and volume, the trade of major areas and the effect of foreign trade on economic growth of the developing countries. The Commodity section deals with trade in such primary products as foodstuffs, agricultural raw materials, non-ferrous metals and fuels as well as manufactured goods.

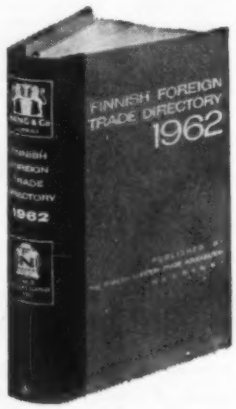
World trade is also broken down by industrial and nonindustrial areas in the book's third and final section.

Appendices contain tables on the network of world trade, 1953-1961 and the interrelationship of foreign trade and the long term economic growth of developing countries.

The book can be ordered from the Information and Library Services, GATT secretariat, Ville Le Bocage, Palais des Nations, Geneva 10, Switzerland, and from United Nations sales agents.

Finnish Foreign Trade Directory: 1962. Published by the Finnish Foreign Trade Association, Helsinki, 1962. $8.50.

The 12th edition of this commercial reference book in English has just appeared. The book, which is the only one



of its kind listing Finnish firms engaged in foreign trade, has proved interesting to businessmen looking for connections in Finland.

It provides information on about 1,300 firms—manufacturers, exporters, importers, and associations and service enterprises. The export section is printed on a paper of different color (blue-green) to distinguish it from the other contents. Each entry in the Alphabetical List of Firms is keyed by code numbers to the Classified Trades Sections.

The Directory also contains figures on Finland's 1961 foreign trade, a list of Finnish diplomatic and consular representatives abroad, and introduction to the foreign trade administration in Finland, as well as maps of Finland and Helsinki.

The book also includes a sample of aircraft plywood and some samples of Finnish wallpapers.

The book is available from the Finnish Foreign Trade Assn, E. Esplanaadik. 18, Helsinki.

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Calendar *for international traders*

November

5—Foreign Credit Interchange Bureau Conference, **New York, N.Y.** Sponsor: Foreign Credit Interchange Bureau.

5—Seminar on Foreign Credit and Political Risk Insurance of Foreign Credit Insurance Assn. and Export-Import Bank of Washington, **New Orleans, La.** Sponsors: New Orleans and Louisiana Chapters of Marine Underwriters, Inc.; Louisiana-Mississippi Regional Export Expansion Council; U.S. Department of Commerce.

7—Milwaukee World Trade Club Dinner, **Milwaukee, Wisconsin** Speaker: Draper Daniels, National Export Expansion Coordinator.

8—International Trade Workshop and Luncheon, **Lubbock, Texas.** Sponsor: Lubbock Chamber of Commerce.

8—Monthly Dinner Meeting of International Trade Assn. of New England, Inc., University Club, **Boston, Mass.**

8—Connecticut Foreign Trade Workshop on "Africa", De Pasquale's Restaurant, Berlin Turnpike, **Newington, Conn.** Sponsor: Manufacturers Assn. of Conn., Inc.

8—Monthly Meeting of Worcester Foreign Trade Council of the Worcester Area Chamber of Commerce, Assumption College, **Worcester, Mass.**

9—International Trade Workshop, **Wichita Falls, Texas.** Sponsor: Wichita Falls Chamber of Commerce.

12—Luncheon Meeting of Dental Manufacturers and Dealers Assn. of America, **Chicago, Ill.** Subject: "The Common Market."

13—Utah Export Expansion Day Conference, **Salt Lake City, Utah.** Sponsor: College of Business, University of Utah.

13—Export Trade Conference, **Baltimore, Md.** Sponsors: Maryland Port Authority and Chamber of Commerce and Industry and City of Baltimore.

13—National Electrical Manufacturers' Assn.-Insulating Materials Division. Shoreham Hotel, **Washington, D.C.** Speaker: Jack N. Behrman, Asst. Secretary of Commerce for International Affairs.

13—Dinner Meeting of the Springfield Export Sales Managers' Assn., Tobacco Valley Inn and Motor Lodge, **Windsor, Conn.**

14—Minnesota World Trade Assn. regular monthly dinner meeting. Minneapolis Athletic Club. **Minneapolis, Minn.**

14—Profits in Export Conference, Arlington Hotel, **Binghamton, N.Y.** Sponsors: Chambers of Commerce, of Binghamton, Elmira, Endicott, Johnson City, Ithaca, Norwich; U.S. Department of Commerce, Small Business Administration, New York State Department of Commerce.

20—Monthly Dinner Meeting of World Trade Club of Greater Providence Chamber of Commerce, The Old Canteen, Atwells Avenue, **Providence, R.I.**

20—Luncheon Meeting, Finnish-American Chamber of Commerce, **New York, N.Y.**

20—Meeting of the World Trade Club, **Memphis, Tenn.**, Claridge Hotel.

20—Monthly Luncheon Meeting, International Executives Assn., Hotel Statler Hilton, **New York, N.Y.** Topic: "The Common Market".

30-1—North Carolina Statewide Workshop. **Chapel Hill, N.C.** Speakers: Henry G. Sheehy, President, Foreign Credit Insurance Assn. and James Bush, Director, Export-Import Bank.

December

5—Meeting of International Food Manufacturers Assn., Hilton Inn., **Aurora, Ill.**

5—Southeastern Massachusetts Conference on Profits in Export, Lewis Dodge, **Taunton, Mass.** Sponsors: Taunton Area Association of Commerce, Brockton Chamber of Commerce, Fall River Chamber of Commerce, New Bedford Chamber of Commerce.

7—American Economic Association Dinner, **Pittsburgh, Pa.** Speaker: Jack N. Behrman, Ass't. Sec'y. of Commerce for International Affairs.

7-11—Visual Communication Congress, Convention and Trade Center, **Philadelphia, Pa.** Sponsors: Society of Reproduction Engineers; American Institute for Design and Drafting; American Records Management Assn.

11—Joint Luncheon Meeting, International Advertising Assn. and International Executives Assn., Hotel Statler Hilton, **New York, N.Y.**

12—Second Lafayette Export Conference, **Lafayette, La.**

12—Assn. of Industrial Advertisers and Sales Meeting Magazine Luncheon Commodore Hotel, **New York, N.Y.**

12—Export-Import Club Meeting, **Columbus, Ohio;** Topic: "Latin America".

18-19—Conference for Corporation Executives, Statler-Hilton Hotel, **Washington, D.C.** Subject: "Business Prospects in Latin America." Sponsor: School of Advanced International Studies, Johns Hopkins University.

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